

# DISTRIBUTION PAGE

Reference Dept.  
7th Tier

NOVEMBER, 1951



**IN THIS ISSUE**

• Integrating Handling, Packaging, Warehousing, and Traffic

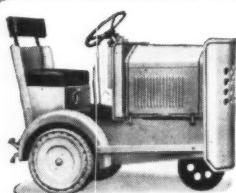
• Skids and Pallets Explained

• Improving Truck Service

# Tonnage Travels for Less... on THE MERCURY "TRACKLESS TRAIN"

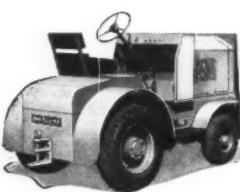


Mercury "Tug" electric tractor provides fume-free motive power for train of Mercury "A-310" trailers.



#### "BANTY" GAS TRACTOR

Smallest gas tractor made—yet develops a drawbar pull in excess of 2000 lbs. A favorite throughout industry for its power, stamina and compact size.



#### "HUSKIE" GAS TRACTOR

This rugged haulage unit is all that its name implies—a powerful, 6-cylinder, 4-wheel tractor—built to haul any wheeled load it might encounter in industry.



#### TYPE "A-310" TRAILER

Here's the "burden-bearer" of the "Trackless Train"—an all-steel, all-purpose, castor-steer trailer available in wide range of platform and body types. Easy-running, may be instantly coupled or detached.

Free of any fixed path—the versatile "Trackless Train" travels wherever material movement dictates—long hauls, short hauls or snaking through congested areas to deliver more tonnage at lower cost.

Every ton hauled for less because the "Trackless Train" keeps loads on wheels . . . easy to move, no "dead" weight. Moves more tonnage by merely adding more trailers . . . no increase in power units.

Learn how this versatile, low cost material handling system can serve you. For complete information, ask a Mercury Sales Engineer to call. There is no cost or obligation.

#### FREE: BULLETIN 201-6

Illustrates and describes all Mercury equipment—including latest additions to Mercury's expanded material handling line. Request your copy of this 48 page catalog—today.

#### FORK-TRUCK—"TRACKLESS TRAIN"

When moving materials over 200 feet—do the job faster, at less cost by Fork-Truck—"Trackless Train." In this system, fork-truck | loads | trailers—tractor hauls trailers to destination—where fork truck speeds unloading.



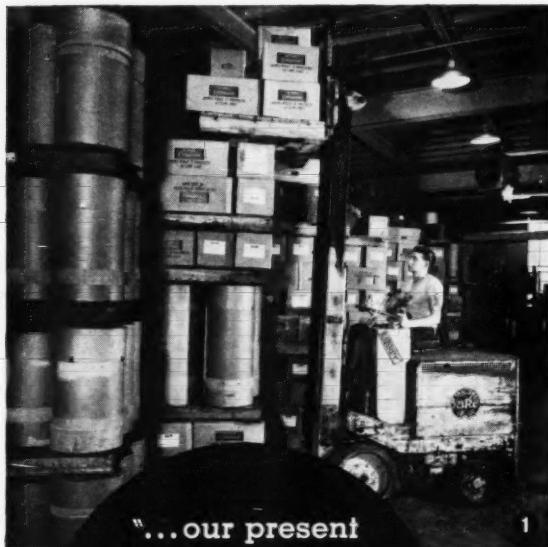
MERCURY MANUFACTURING CO.

4104 S. Halsted St.  
Chicago 9, Ill.



**MERCURY**

TRACTORS • TRAILERS • LIFT TRUCKS



1

"...our present efficient and high-speed production could never have been achieved without our three Baker Trucks"



2



3

**2** Palletized raw materials arriving at the plant are unloaded by Baker Trucks and transferred directly to storage.

**1** To make the most of the 4800 square feet of plant storage space available, pallet loads of miscellaneous materials are stacked obliquely in some areas.

**3** Finished products are stored on pallet racks, providing access to all material without disturbing loads above.

## CASE HISTORY OF *Baker Trucks* at the DOBECKMUN CO. CLEVELAND, O.

● Six years ago, anticipating a greatly increased volume, Dobeckmum bought its first Baker Truck—and paid for it out of its first six month's savings in handling costs. Since then, the company's business has quadrupled, and two more Baker Trucks have been added. Here is what *M. E. Horton, production manager*, says about their operation:

"Of all the multiple problems that face a plant

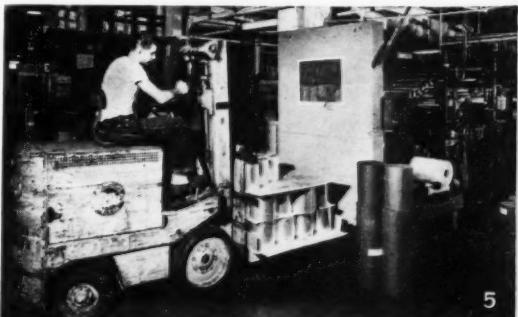
*For the complete story of Baker Trucks at the Dobeckmum Company, write for Case Study Report No. 351.*

**BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Company**  
1216 WEST 80th STREET, CLEVELAND 2, OHIO • In Canada: Railway and Power Engineering Corp., Ltd.



4

**4** Cartons of finished products are transferred from wrapping department to shipping storage on conveyors, where they are palletized for fork truck handling.



5

**5** Rolls of paper, foil, plastic film, etc. are carried by truck to production machines. Electric trucks present no hazard to inflammable materials.

**Baker INDUSTRIAL TRUCKS**

# ALONG THE WAY... OF TWA

## 3 TONS OF TILE "VIA TWA"... AIDS DEFENSE EFFORT



WHEN A MIDWESTERN MANUFACTURER  
NEEDED SPECIAL ASPHALT TILE IN A  
HURRY TO PREVENT INTERRUPTION OF  
DEFENSE WORK... ENTIRE SHIPMENT  
FLEW OVERNIGHT VIA TWA AIR CARGO  
FROM EASTERN PLANT.

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HEARTILY O.K. TWA'S ALL-CARGO  
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TURNOVER... KEEP  
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IN PEAK MARKETS... BEAT  
COMPETITION. IF YOU'RE  
IMPORTING (OR EXPORTING),  
USE TWA TO RUSH SAMPLES  
OR FULL SHIPMENTS.  
SAVE TIME, MONEY, PAPER  
WORK, INSURANCE.



### SALES THROUGH THE AIR WITH THE GREATEST OF EASE

ARE READILY POSSIBLE VIA  
TWA "SKY MERCHANT" SERVICE  
COAST TO COAST (OVERNIGHT  
BETWEEN MOST POINTS).  
ENABLES SHIPPERS TO  
BOOST SALES QUICKLY.



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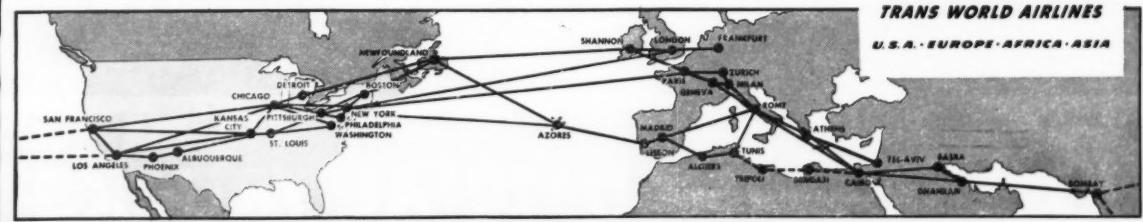


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# DISTRIBUTION PAGE

The Magazine that Integrates  
all Phases of Distribution

## IN THIS ISSUE

VOL. 50, No. 11

NOVEMBER, 1951



### Cover Picture

Here's integration for you! At Ford Motor Co.'s iron foundry in Dearborn, unit loads of castings (in bins) are placed by fork truck on gravity-roller dock station, and loaded into trucks at the rate of 32,000 lbs. every 10 minutes. A similar installation at the destination assembly plant unloads truck by same method. Thus, materials handling and traffic have been integrated to provide continuity of movement from origin to destination. For some fundamental thinking behind Ford's handling, see page 17.

H. S. WEBSTER, JR.  
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o o o

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# CLARK Service

## BY MEN WHO KNOW BEST

### FROM YOUR MATERIALS HANDLING EQUIPMENT

There are two fundamental reasons why CLARK fork-lift trucks, powered hand trucks and industrial towing tractors exceed user expectations:

1. They are better-built—built for long years of usefulness, for easy maintenance and low-cost operation.
2. Clark—and Clark alone—provides a complete, border-to-border and coast-to-coast maintenance and repair service designed to keep your equipment on the job.

Clark's reliable service protects your investment by keeping your materials-handling equipment on the job at top operating capacity. This is the priceless *plus* you get with every Clark purchase.





# ...coast-to-coast

## HOW TO GIVE YOU THE MOST

### What You Need When You Need It!

You have no time for fooling around—no stomach for "lip" service, nor "lick-and-promise" service in this day and age. Your machines must be kept rolling if you are to operate at a profit. Clark gives you "work-or-else" service—nothing less—by skilled and genuinely interested mechanics. You get what you need, when you need it.

Every service station stocks genuine Clark parts. And behind these stations is Clark factory service which fills 98% of emergency orders in less than 48 hours! We know of no other materials-handling service that can approach this record—this program.

Clark fork-lift trucks, powered hand trucks and industrial towing tractors solve your materials-handling problems. And Clark's unrivaled service keeps 'em rolling. Clark machines and Clark service are an unbeatable team that plays only for *your* profit:

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AND POWERED HAND TRUCKS • INDUSTRIAL TOWING TRACTORS



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Name \_\_\_\_\_

Firm Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

AUTHORIZED CLARK INDUSTRIAL TRUCK PARTS AND SERVICE STATIONS IN STRATEGIC LOCATIONS





Photo by Clarisse

# Got Traffic Troubles, Mister?

That's tough. But if they have to do with getting a shipment safely somewhere at a certain time . . . and keeping track of it along the way, let's hear about it. That's where dependable delivery and our reliable tracing system meet the situation.

Maybe it's a question of routing or of proper protection for perishables. Whatever it is, it's our job

to help you. That's why we have trained traffic men from coast to coast.

We want you to think of Union Pacific as more than just a carrier. Think of us as part of your organization ready with information and suggestions to help you with traffic problems. Call in your nearest U. P. freight representative at any time.

## Be Specific - Ship "Union Pacific"

(Offices in 70 cities throughout the U. S. A.)

# We're Really In Action Now...



## Fingertip Control Handles Tons of any Product



A touch of the magic button raises tons of material to moving height in seconds. Forward and reverse control buttons are two-speed . . . controls operate from any position, including vertical. Improved handle design gives extra operator protection . . . makes control surer, easier. Release of handle applies positive mechanical safety brake.

## With Industry's Favorite Time and Money Saver!

"Yep . . . we're really in action now since the Boss found a way to eliminate material handling bottlenecks. I can actually handle tons and tons of materials every day—more by myself than three workers could by manual handling methods! We speeded-up production . . . ship more goods faster . . . and I heard the Boss say that with these hard-working Automatic "101" Transporters we're helping to reduce the unit cost of our product."

### What Is the Cost of Handling Your Material Manually?

Automatic "101" Transporters have a well earned reputation for keeping production rolling. They can save as much as 50% or more of your material handling costs—actually add man-hours to your plant's produc-

tive capacity without increasing workload of your personnel.

Figure your present material handling costs. Then match these figures against what the "101" Transporter will do for you.

And, when you consider Automatic's engineering know-how you will realize why the "101" TRANSPORTER operator-led electric trucks pay off with STAYING POWER. To clearly show how ruggedly these electric trucks stand up—to our knowledge every Transporter manufactured is still in service . . . and tens of thousands have been built.

They're sturdy! They are precision-built to give years of low cost, dependable service . . . and the thousands of Transporters built and subjected to the toughest kind of service since 1942—prove that they do!



### JUST OFF THE PRESS! NEW! FREE

#### MATERIAL HANDLING ANALYSIS GUIDE

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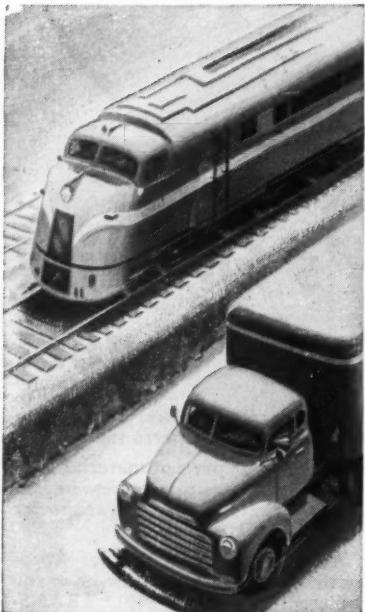
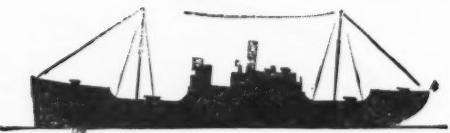
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# 3 REASONS for you to ship via **PHILADELPHIA**



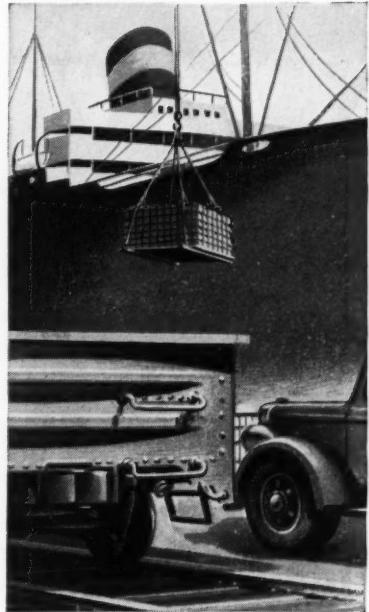
## **FAST LAND TRANSPORT**

Three major trunkline railroads serve all piers. Super-highways and wide approach streets along the waterfront provide fast and easy access for motor transport. Direct shipment is available to and from all principal cities.



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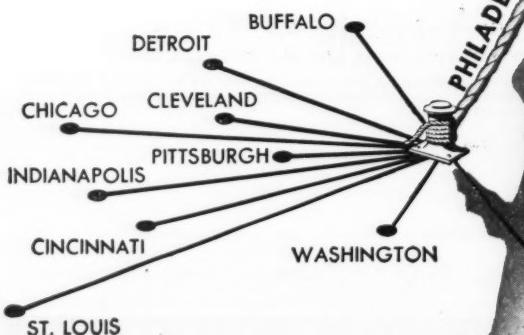
For all export shippers located in the Middle Atlantic States and in the great industrial area westward, the Delaware River Port is the great central gateway to world markets.



## **DIRECT CARGO TRANSFER**

Direct carrier-to-carrier handling without lightering or re-handling being necessary—cuts transfer time—reduces labor costs—avoids risks and losses.

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... SHOWS YOU HOW  
ACCURATE RECORDS

# LENGTHEN BATTERY SERVICE!

Keeping of accurate records is vital to the conservation and extension of essential battery power. The GOULD PLUS-PERFORMANCE PLAN makes the keeping of battery records easy by providing you with full information on how to test your batteries, and charts and forms for recording test data.

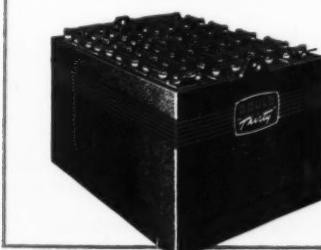
This timely plan puts at your disposal a complete system of manuals, articles, specifications, bulletins, charts, graphs and forms explaining and illustrating how to select, charge and handle, maintain and determine the condition of your batteries. This material, which can increase battery service as much as 50%, is FREE to battery users, without obligation. A request on your letterhead will bring descriptive booklet by return mail.



## DAILY RECORD SYSTEM CONTROLS BATTERY MAINTENANCE

Number each battery and, as each is installed, read and record its specific gravity and temperature on chart illustrated below (these charts are FREE on request to users of the GOULD PLUS-PERFORMANCE PLAN). Record also, date each battery is put into service, and vehicle to which each is assigned. When each battery is charged, specific gravity, temperature, time, setting of ampere-hour meter and the

date and amount of water are recorded. Such a record tells 1) whether batteries are fully charged when placed in service; 2) number of hours each battery was in service; 3) if batteries were discharged below normal value; 4) whether batteries are being properly charged; 5) when batteries should be changed to prevent overworking and resultant failure during shift.



The GOULD "Thirty" with "Z" PLATES—  
America's Finest Industrial Truck Battery

GOULD MOTIVE POWER BATTERY-CONTINUOUS RECORD											
User _____											Date _____
Address _____											
PILOT CELL AND VEHICLE METER READINGS											
<small>The "Start of Charge" readings to be taken just after charge is started. The "End of Charge" readings to be taken just before charge is stopped. PILOT CELL IS CELL NO. _____</small>											
<small>After every 50 or so gravity readings of the pilot cell, a different cell should be used as a pilot in order to avoid lowering of its gravity due to possible loss of a small amount of electrolyte each time the gravity is read.</small>											
REGULAR CHARGE READINGS - INCLUDING BOOSTS BUT NOT INCLUDING EQUALIZING CHARGES											
Date	Vehicle No.	Battery No.	Start of Charge			End of Charge			Voltage readings taken		
			Time Started	Setting Hours	Amp. Hour Charge Meter Reading	Rate Amperes	Pilot Cell Reading	Amp. Hour Charge Rate Amperes	Pilot Cell Sp. Gr. Temp	Time Stopped	A. H. Sp. Gr. Temp

# GOULD

## STORAGE BATTERIES GOULD-NATIONAL BATTERIES, INC., TRENTON 7, NEW JERSEY

Always Use Gould-National Automobile and Truck Batteries

PART AND PARCEL OF  
**FORD'S**  
'LOOK AHEAD' POLICY  
NEW PARTS DEPOT, CINCINNATI, OHIO  
PROTECTED AUTOMATICALLY BY

**ADT**



The new Ford Parts Depot at Cincinnati, Ohio, has just been completed under a country-wide expansion program described as "part and parcel of Ford's 'Look Ahead' policy to better serve Ford owners."

A criterion of practicability and efficiency, the Cincinnati Depot employs a combination of ADT Central Station Services to provide complete AUTOMATIC protection against fire, burglary and other hazards. These include: ADT Sprinkler Supervisory and Waterflow Alarm and ADT Burglar Alarm Services.

ADT Automatic Protection provides the highest degree of security at the lowest cost. Thousands of progressive business establishments from coast to coast are similarly protected. Descriptive booklets upon request.

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CENTRAL STATIONS IN PRINCIPAL CITIES



# The Captain's Choice

## ...PORT OF LOS ANGELES

"I like Los Angeles Harbor because  
bunkering facilities are always  
available and bunker fuel  
can be loaded  
while loading and  
discharging cargo."

Captain PETER SUNGALS  
AMERICAN-HAWAIIAN  
STEAMSHIP COMPANY  
40 years at sea

### WHY SHIP CAPTAINS PREFER PORT OF LOS ANGELES



"I like the progressive spirit  
exhibited by Los Angeles  
Harbor Commissioners and  
officials who keep first-class  
shipping facilities in tip-top  
condition."

Captain H. GOODWIN OLSEN  
KLAIVENESS LINE  
22 years at sea



"Salubrious climate at  
Los Angeles Harbor permits  
us to load or discharge cargo  
any day in the year. Cargo can  
be stored in open areas  
the year around."

Captain FRANK A. JOHNSON  
MATSON NAVIGATION CO  
40 years at sea



"Los Angeles Harbor Berths  
are readily accessible to the  
sea. I can dock my  
vessel within an hour after passing  
the breakwater."

Captain A. M. HANSEN  
PACIFIC TRANSPORT LINES  
37 years at sea

**PORT OF LOS ANGELES**  
planned and Built for Shipping

**FOREIGN TRADE ZONE #4**  
Berth 60 Warehouse #1

**LOS ANGELES HARBOR**  
Board of Harbor Commissioners  
City Hall, Los Angeles 12, Calif.

A Hollywood lovely named Tess  
 Was wed in a red gingham dress.  
 The fad spread like mad  
 Every bride wanted plaid,  
 Putting shops with lace gowns in distress.

P.S.

**Shopkeepers avoided  
 an unhappy fate . . .  
 They quickly stocked plaids  
 by using airFREIGHT.**

**Fill Rush Demands  
 with Overnight Delivery**

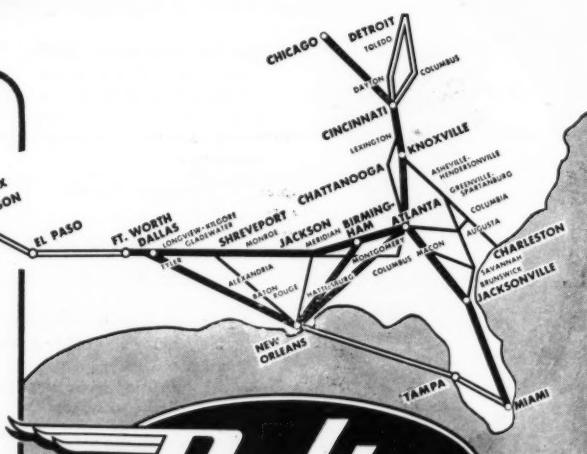
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DA

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## EDITOR'S PAGE

### *Profit . . . with Honor*

A former president of the American Warehousemen's Association, Clem D. Johnston of Roanoke, Va., has written a trenchant article in the October issue of Marquette University's *Memo*. He examines one very simple question: Is efficient industry entitled to a profit?

He goes on to say that this country's whole future is wrapped up in the answer to this question. Why? Because we have reached the critical point where we must decide who shall determine whether or not a good business may make a profit—the customers or an almighty government.

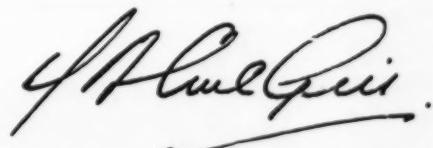
Mr. Johnston maintains that the present administration's fiscal policy is nothing more or less than "confiscatory," and can well destroy any incentive to work, produce, and hope.

As an example, he cites his own case. "I am an average American small businessman who happens to be in the warehouse business. My city needs additional warehouse facilities. To build an efficient unit would require investment of nearly \$1,000,000, most of which I would have to borrow. If the venture proved successful, 65 to 70 per cent of the profit would go to the government. If unsuccessful, I would lose all. Reluctantly, I reached the conclusion that it would be foolish to take such a big risk for so small a prospective return. So today there are a few less jobs in Roanoke. I feel somewhat of a slacker, but there is a point at which obligation and duty leave off and folly begins."

Millions of other American businessmen will agree with Mr. Johnston when he says: "Tax rates of 60, 70, 80, and 90 per cent violate our American sense of fair play. They do things to a man's spirit, as well as to his pocketbook. We need to further enterprising spirits, not break them."

And every American must agree with Mr. Johnston when he says: "Our danger is not from any dramatic abandonment of the American Way of Life, but from a leaking away of principles . . ."

Judging from current headlines, we would say the leak has now broadened into a flood. The same bureaucrats and planners who have spent nearly two decades heap-  
ing dishonor on the profit system, are now splashing about in a morass of waste and favoritism which has never been equalled in a long and honorable history. American business and the American people look upon the spectacle with disgust, anger, and a growing determination to re-earn their freedom. "This is a time for heroic citizenship," says Clem Johnston. Who cannot agree?



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IT is difficult to picture what modern America would be like without gasoline. Imagine—more than forty-nine million motor vehicles brought to a standstill. No fire engines, police cars or grocery trucks would move—a complete transportation paralysis could result.

Most of the thousands of filling stations are dependent on trucks and trailers for their supplies. Many, many other businesses are similarly dependent upon truck delivery.

Pressure groups and competitive interests are urging punitive tax laws and penalties against the motor transport industry. Unless such moves are counteracted by clear thinking citizens, there could be an epidemic of "No Gas" signs in America.

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## **Integrating Handling, Packaging, Warehousing, and Traffic . . .**

**In their study and coordination lies the promise of our  
economic future, Ford executive tells Detroit meeting**

**W**HENCE'S the new, the last, frontier in American industry? According to the Ford Motor Co.'s manufacturing vice-president, Del S. Harder, it doesn't lie in mass production technique. Rather, it lies in the coordinated development of four vital phases of production and distribution—materials handling, packaging, warehousing, and traffic management.

Speaking October 10 to a large, joint meeting of the Detroit chap-

ters of the Society of Industrial Packaging & Materials Handling Engineers, American Material Handling Society, and the American Society of Mechanical Engineers' materials handling group, Mr. Harder said: "I sincerely believe that in the handling, storing, packaging, and transporting of materials lies one of our greatest opportunities for industrial progress." And if, he added, industry makes the most of this opportunity, the

U. S. economy can survive the tempests of a prolonged "guns and butter" existence.

The Detroit meeting, attended by over 500 industrial experts, was held to open a drive to establish a research and training center at Wayne University. The center is to have one chief purpose—to train men in handling, packaging, warehousing, and traffic. Mr. Harder heads the campaign committee as

*(Continued on page 31)*

### **At Long Last . . .**

The remarks of Del S. Harder, the Ford Motor Co.'s manufacturing vice-president, at last month's meeting in Detroit (*see above*) will jog the memory of readers of *DISTRIBUTION AGE* and of its predecessor, *DandW*. As long ago as February, 1940, our materials handling consultant, Matthew W. Potts, writing in *DandW*, coined the phrase, "materials handling is industry's last frontier." At that time, he stated: "Very few of us stop to think, when we purchase a product, just how much of the cost . . . is chargeable to handling in the operations of production, shipping, packing, and distribution.

Some months before that, Mr. Potts had been the first to start exploring the traffic department's place in

materials handling. In the September, 1939, issue of *DandW*, he said: "The traffic department should . . . act in an advisory capacity with the idea of bringing about the proper coordination of all departments, so as to effect the most simple, and at the same time, comprehensive system for handling materials."

In the November, 1945, issue of DA, Mr. Potts wrote an article entitled "Packing plus Handling plus Traffic equals?" and brought out clearly the need for coordinating these phases of distribution (and production) for maximum efficiency.

Clearly, what was said and planned in Detroit last month substantiates what this publication has firmly believed and recommended for well over a decade.

# Hibbard's Warehouse is a Handling Success-Story

This 18-acre wonder warehouse has enabled a hardware distributor to trim handling costs by 25 per cent, and speed up service to customers

MORE than three years ago, the chairman of the board of Hibbard, Spencer, Bartlett & Co. told readers of DISTRIBUTION AGE (Sept., 1947) about the company's plans for a giant, new warehouse. Today that warehouse is a reality. Now Hibbard's handles its huge wholesale hardware business from an 18-acre building 15 miles from the center of Chicago. Before, the company operated in a 14-story structure in the city center.

As described in the earlier DA article, here's what Hibbard's expected to accomplish with the new warehouse: (a) cut handling costs,

(b) speed customer shipments, (c) reduce operating overhead, (d) create favorable employee working conditions, and (e) achieve other distribution advantages.

## Healthy Savings

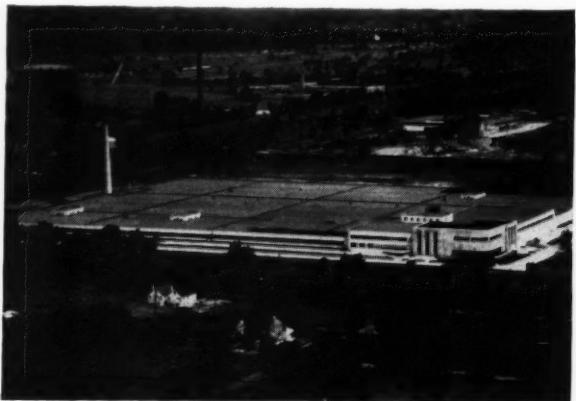
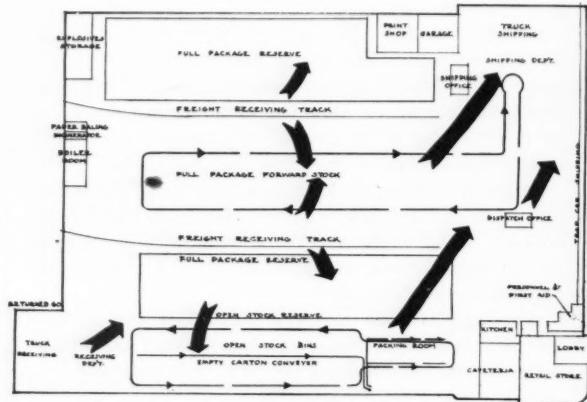
Well, Hibbard's have accomplished these objectives. First and most important, they have cut handling costs by no less than 25 per cent. This saving adds up to a healthy figure when you remember that this firm distributes the products of more than 4,000 manufacturers to some 9,000 retail hardware dealers in 30 states. The

company warehouses about 30,000 different hardware items.

As for the other objectives, they have been reached too. Says the company's vice-president of operations, F. F. Threadgold, "We have greatly speeded customers' deliveries, filling and shipping an order now in six hours. Our 200 warehouse employees now have almost no lifting to do, and most of them do little walking. Where possible, they're working under a unit-rating incentive plan by which they can increase their earnings."

Now for a look at the warehouse. It's 1,060 feet long, 900 feet wide,

By Randall R. Howard  
*Special Correspondent*



Flow-chart (left) shows routing of merchandise into and through giant warehouse from vehicle unloading locations. (Above) Exterior of warehouse on 35-acre suburban tract



(Above) Indoor spurs permit goods to be unloaded close to storage. (Above right) Everything, including bath tubs, is palletized. (Right) Section of 1400-foot trolley conveyor in open-stock area

and is of one-story construction except for the second-story office section located at the front entrance corner. On the one warehouse floor, there are 603,000 square feet of space, with piling to 12 feet under 14-feet ceilings.

To simplify construction, the warehouse has been made into a single, vast room. Within it are enclosed three railroad tracks, capable of handling some 40 freight cars at once, and two truck platforms, one incoming and one outgoing, designed to handle 40 highway trucks altogether. Hibbard in an average day, receives 150 tons of new merchandise, and ships 2,000 individual orders that weigh a total of 150 tons.

#### First Step

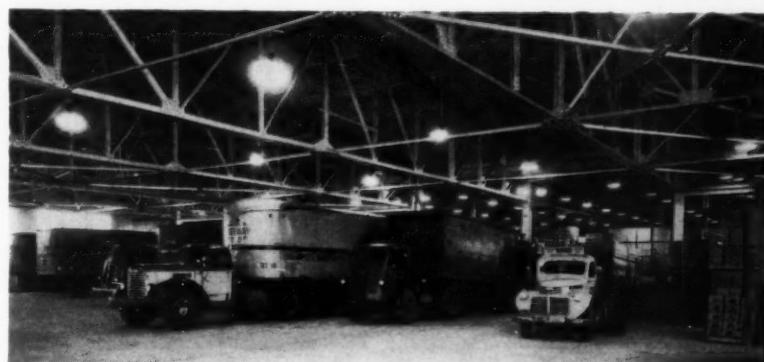
As the first step in saving time, incoming freight cars are spotted according to their contents, often within 50 or 60 feet of where the goods will be stored. Everything that arrives is palletized if it is possible, and Hibbard has made it possible for more items than one might expect, including such odd-shaped things as boys' sleds, rakes, and bales of shovels.

Merchandise is split into two stocks, forward and reserve. The forward, or active, stock includes

(Continued on page 45)



(From left) Special clamp truck for handling linoleum rolls; Order picker on skates; Special pallet for safe piling of awkward-sized merchandise



The warehouse's indoor truck platform can accommodate 25 outgoing trucks, 15 incoming trucks. Warehouse deals with over 300 over-the-road carriers

# Skids and Pallets: They Are

**D**EVELOPMENTS in all phases of materials handling have been so spectacularly rapid during the past ten years that the average executive, and, indeed the man who devotes his entire time to this phase of industrial activity finds it difficult to keep up with what has been taking place.

From their first relatively simple applications to moving paper flat stock and then sheets of tin plate, the two methods of handling based on the unit-load principle (the skid and the fork truck-pallet systems) have been expanded to embrace practically every type of product. The broadening of their application has meant radical changes in basic equipment and the introduction of new devices and attachments, which have resulted in greater versatility and usefulness.

Meanwhile, the manufacturers of equipment for the earlier, established methods of handling—such

Here are some pertinent pointers for the man planning and specifying a handling system using the immense family of skids and pallets

By D. O. Haynes  
*Consulting Industrial Engineer*

as hand trucks, conveyors, and monorails—have redesigned their products and brought out some entirely new devices which perform these well-known functions more effectively than was even dreamed of a few years ago.

The phenomenal growth experi-

enced by the manufacturers of industrial trucks has been due in no small measure to their sales efforts. The men selling this type of equipment are largely newcomers to the materials handling field and, it can be said to their credit, that they are well informed on the application of their equipment. Representatives of conveyor manufacturers are also well versed in their equipment.

## A Coordinated Plan

But it is a rare man, indeed, who is technically capable in both fields. This situation will, no doubt, have to be corrected, because, despite the "fork truck-mindedness" and "conveyor-mindedness" of sales organizations, more and more situations are coming to light where the best solution is a coordinated plan making use of both methods of handling materials.

With the situation as it is, however, a very real problem faces the executive charged with improving



"A pallet is a load-carrier designed to be handled primarily by fork-type equipment . . ."



"A skid is a load-carrier which is intended to be used with platform-type equipment . . ."

# More than Boards and Nails

handling methods in a given kind of operation. He must keep sufficiently informed on the developments in all phases of handling, that he may be sure to make the best use of each as it might apply to his particular activity.

## A Big Family

To many, skids and pallets are just a matter of boards and nails. We shall find out that they are far more than this, that they are now available in a large variety of designs and constructions and further, that thought given to correct specifications in buying can result in a better product for the job, often at a considerable saving in investment.

Before taking up skids and pallets in detail it should be pointed out that these carriers and the machines with which they are to be used are usually selected after a careful study of the characteristics of each, because the structural features of the machine frequently affects the design of the carrier—and *vice versa*. Since it is impractical to discuss both simultaneously, we will start with skids and pallets, leaving the equipment for subsequent articles.

## Design Differences

The prototypes of present-day skids and pallets were characteristically distinctive. The first skid had a single platform, mounted on two parallel members called runners or stringers. It closely resembled a child's sled. In contrast, the earliest pallet consisted of two platforms, separated by three stringers. But these distinctions

## WOODEN SKIDS and PALLETS COMPARED

Type of equipment	SKIDS	PALLETS
Primary uses	platform transport and storage	fork transport, tier and storage
Usual number of decks	1	2
Usual number of stringers	2	3
Approx. overall heights	8", 10", 12"	6"
Types of stringers	solid or leg	solid or posts
Spacing of top deck boards	little or none	wide as consistent with product carried
Relative size of truck wheels on equipment	large	small
Relative ease of transporting with hand equipment	easier	harder
Relative cost of comparable sizes	lower	higher

do not hold good today and we now have "single-faced" pallets which look like very low skids.

The best we can do by way of differentiating the two is to say that a skid is a load-carrier designed to be handled primarily by *platform-type* equipment, and that a pallet is a load-carrier intended for use with *fork-type* equipment. As implied in the descriptive name, platform equipment has a wide surface which is moved under the skid between the two runners; when the platform is elevated the skid is raised, thus clearing the runners from the floor. Fork-type equipment, on the other hand, has at least two arms (forks) which are inserted in the openings between the stringers; when raised, they clear the pallet from the floor.

Slight as these distinctions may appear to be, they have resulted in two quite different methods of handling. However, they have a common characteristic. Both are self-loading; that is, they can pick up, transport, and set down a load assembled on a carrier (skid or pallet).

Up to the time this principle of

handling was introduced all mobile handling methods were *haulage* systems. When the platform truck, tractor train, or other similar type of equipment reached its destination, the load it carried had to be removed for storage purposes and, if subsequent moves were to be made, the load had to be reassembled on the carrier before it could be taken to a new location. With a self-loading system, the load is left on the carrier during storage, and later moved to a new location without breaking bulk. Because the load is handled as a unit, these two methods of handling are said to operate on the unit-load principle.

## Outstanding Differences

The accompanying table on this page has been prepared to show the reader at a glance the outstanding differences between skids and pallets that he may "get the feel" of each type of carrier. Of necessity, the dimensions given are average because, as mentioned earlier, the line of demarcation is becoming increasingly indistinct.

We shall confine our attention

(Continued on page 43)



The inside of Terminal Transport Co.'s new terminal showing lettered bay with numbered spaces the same size as pallets

## Fast Materials Handling for

THE Atlanta terminal of Terminal Transport Company, Indianapolis, Indiana, is the largest of the company's seven. Because the terminal can effect a complete turnover of all merchandise every 24 hours, it probably should be regarded as a transfer building rather than a warehouse. This turnover record was made possible by careful planning and proper use of space and equipment.

Physically, the terminal building is 60 feet wide, 240 feet long, and one story high, with 13 feet between roof trusses and the tailgate-level shipping and dock floor. These figures do not include a two-story office section across the width of one end of the building. The loading docks are not enclosed, but a four-foot overhang of roof over the dock doors, which are of overhead sliding type, provides all the weather protection considered necessary in the southern climate. There are no pillars or columns inside the building. Doors and dock space on both sides of the building accommodate 24 trailers or trucks on each side of the main building.

In order to facilitate locating and moving stored goods, a simple

Planning and proper use of equipment enable this new terminal to send freight rapidly on its way

but ingenious system was developed. The warehouse floor is divided and marked into 13 storage areas, or bays, to fit pallets 36" by 36", 3 to 5 high, with 6" between pallets. Each bay is two pallets wide and 12 pallets long. With the areas lettered "A" through "M" and each individual



A fork truck carrying a drum by hanging it by its head between the forks

pallet space numbered "1" through "24," it becomes a simple matter to locate any given pallet in the building by referring to these letter-number combinations which are entered on all bills and documents as the pallets are placed.

All storage bays run across the building, with 10 foot aisles be-



Fragile airplane parts are being put by fork truck in the odd sizes space



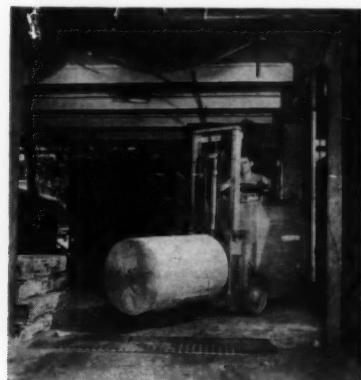
The new terminal building from the rear shown with the transloading dock, or "back porch" for truck to truck moving

A roll of cloth carried by fork truck from one truck to another on rear dock

## Fast Freight



A load of drums is carried across the transloading dock to the waiting truck



tween them, and a 12 foot longitudinal aisle along each side of the building separating ends of bays from loading dock doors.

This system makes finding stored goods a simple operation. To facilitate moving, a further refinement was added. The bays are designated as to sources or sizes of

goods in them. Bay "A," which is nearest the office, is used for freight that is over or astray. "B," "C," "D," and "E" are for freight for local delivery. "F" and "G," the center pair, are used for odd sizes that will not fit standard pallet spaces. "H" through "L" are for delivery to other terminals in the city, and "M" is for over-the-road freight in the company's own trailers. Further, trucks are spotted as to origin and destination. All trucks or trailers from the Midwest are backed in on the northwest side. Those from the South are placed on the southwest side.

### A Back Porch

An additional facility is provided for transshipments directly from one truck or trailer to another without the freight having



In the warehouse pellet-loads are stacked on one another up to 13 ft

to pass through the main building. This is a 30 feet by 120 feet "back porch" attached to the terminal, flush with the southwest side of the main building and connected to it by a fire door in the event any goods from a truck at the outside dock are needed indoors. This outside, roofed-over dock accommodates 12 trucks on each side, and a ramp is provided across the end of the dock down which fork trucks or dollies may be run to ground level. There is no provision for storage on this platform. Its principal use is transloading from local pick up trucks to over-the-road trailers.

Another device for speeding the moving of goods is the intercommunication system by which a two-way talk-and-listen unit is placed on a shelf at a loading

(Continued on page 55)

# Packaging and Handling on Parade

Once again, the SIPMHE exposition and short course places emphasis on importance of materials handling

EARLY last month, October 1-4, the Society of Industrial Packaging & Materials Handling Engineers held its sixth annual exposition in Cleveland. Concurrently with the exposition, the Society's famous "Short Course" was presented, the discussion program this year being under the auspices of the Case Institute of Technology, Cleveland. Attendance at both the exposition and short course sessions hit the 5,000 mark.

As was the case last year, exhibits at the exposition revealed

few notable innovations in the packaging field, a point which was emphasized by a speaker during the short course when he said: "There is actually nothing new in packaging—not since 1943." Improvements in methods and materials, however, were evident.

## Deep Interest Revealed

Again this year both the short course reflected a deep interest among packaging men in materials handling. Nearly half of the sessions were devoted to this subject,

the remainder being taken up with packaging topics.

Leading off the four-day discussion was a morning session on the basic facts of packaging—paper chemistry, fibreboard containers, solid container materials, and printing containers. One of the best papers in this group was read by James J. Brennan, U. S. Naval Supply's research and development facility, on solid packaging materials. In some detail he described the characteristics of wood, metal, and glass, and their relative merits in packaging.

Other packaging sessions dealt with the question of military specifications, packaging in the pulp and paper industry, and packaging costs. On the latter subject, E. M. Richardson of Kingan & Co., Indianapolis meat packers, advised: "You must observe your product, know its weakness, and apply practical knowledge of all the phases of use . . . to have it delivered at destination . . . This requires analysis and more analysis, improvement upon improvement . . . There is a lot to be done; in a great many companies there are economies to be made that would probably amount to 20 per cent of their total expenditures for boxes."

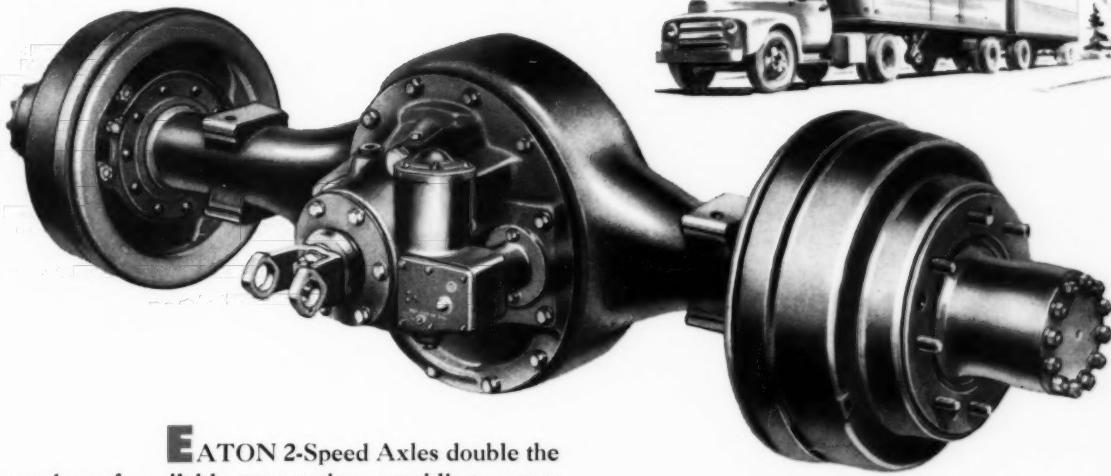
The full afternoon session on materials handling dwelt largely on handling methods employed in the automobile industry. While the

(Continued on page 55)



Some of entries in SIPMHE's annual packaging and handling contest. In foreground: International Harvester's prize-winning export package

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**E**ATON 2-Speed Axles double the number of available gear ratios, providing a combination of power and speed that makes for faster trips with full loads; more pay-load miles at lower cost per mile. Drivers select the ratio best suited to road, load, and traffic conditions—a gear ratio for maximum efficiency, economy, safety, and maneuverability. Using the right gear ratio for each situation permits engines to run in the most efficient and economical speed range. Stress and wear are reduced, not only on the axles themselves, but on engines and all power transmitting parts; adding thousands of miles to vehicle life, keeping trucks on the job and out of the repair shop. Eaton Axles more than pay for themselves—in lower maintenance and operating costs, and in higher trade-in value. For complete information, see your truck dealer.

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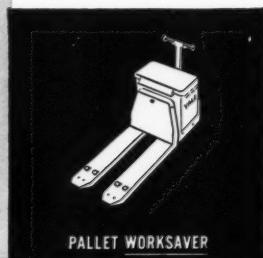
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# What is Quality Control?

It's merely making sure that you, the shipper,  
are getting container materials that fit your needs

By Allyn C. Beardsell  
*Packing & Packaging Consultant*

THE establishment of relatively simple and inexpensive quality control and inspection procedures for incoming packaging materials recently produced annual savings in excess of \$10,000.00 on a single item for a manufacturer of food products. Since such savings are not unusual, it is evident that this subject warrants some publicity and further exploration.

## Who's to Blame?

Only too often the officials charged with the responsibility of procuring packaging materials, or the distribution of packaged items, are blamed for errors in judgment in selecting the best packaging designs and construction. This criticism is justified in many instances, and it is obvious that many years must still elapse before the efficiency of packaging and traffic departments within an enterprise will match that of other divisions, such as production, sales, advertising, etc.

Nevertheless, it is also true that a good many personnel in the broad field of traffic are crucified for deficiencies and inadequacies which are not attributable to their

own shortcomings in packaging and distribution.

To be specific, a traffic manager may well recognize that for his own company's products and merchandising needs, a style No. I nailed wood case or a 200-lb.-test corrugated fibreboard container will not only be adequate, but completely satisfactory in the long run. His selection will be predicated upon his awareness of the advantages and, possibly, shortcomings of the particular containers he has decided are suitable.

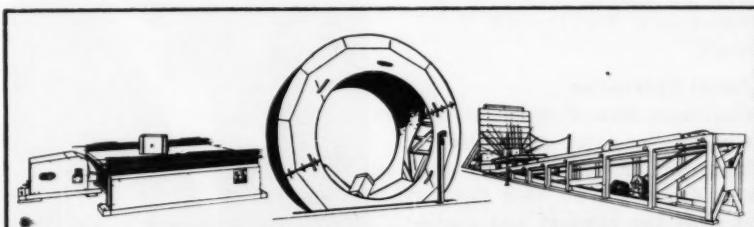
Actually, such an individual can quite conceivably be hoodwinked, when, in fact, the purchasing department may be at fault. Few people will take issue with the validity of this state of

affairs, but, until recently, even fewer were aware of the corrective measures that could be taken to remedy it.

Let us make the valid assumption that the traffic manager (or comparable employee) has chosen the proper container with respect to style, construction, and materials. It is unfortunately true that very frequently the packaging media of the desired type which are actually supplied do not comply with reasonable expectations of quality and performance.

What can be done to bridge the gap between expectancy and reality? Above all, it is axiomatic that to bring expectancy to a concrete level which can be understood by the supplying agencies,

(Continued on page 48)



Quality control consists of subjecting containers to vibration, drum, and impact tests (above), and also testing strength and quality of the materials

# Here We Go On Tariff Simplification

THE need for establishing a group to study tariffs has been long recognized. How to rescue the tariff-publishing process from the undesirable situation into which it has drifted, largely through the force of circumstances, over the years; how to create tariffs which will be time-savers for users instead of time-consumers—these are highly specialized tasks which demand careful and intense study before any substantial improvement in the tariff picture can be expected.

Such study is now being carried on by the Railroads' Tariff Research Group, an organization selected by the railroads and by the National Industrial Traffic League. The research group is headed by Charles S. Baxter, a traffic man with industry, railroad, and government regulatory experience. (Readers of *Distribution Age* are familiar with most of the steps leading to the creation of this group. See "Read Any Good Tariffs Lately?" in the July, 1951, issue.) Working with Chairman Baxter are two other men. One is George W. Lupton, Jr., a lawyer, researcher and business consultant who may be said to be the "why" man of the team since he has had little previous tariff experience. Having to answer the questions of a relatively uninformed observer should help the group to maintain clarity and simplicity. The third member is Harry F. Sutter, Chief of the Pennsylvania Railroad Tariff Bureau.

## A Novel Enterprise

Chairman Baxter describes the group as "a novel enterprise, a shipper-carrier partnership, and the evidence is plain that for the first time the comfort and convenience of the tariff user is to be the paramount consideration." The

A new study group is now at work on the demanding, complex problems of making tariffs simpler for users

By John H. Frederick  
*Transportation Consultant*

group intends to go to "the heart of the problem, criticising tariffs as a whole and not undertaking to suggest improvement in individual tariffs for a while."

Some of the general problems which will be attacked are (1) possible reduction in the number of tariff publications and supplements to basic tariffs; (2) development of more accurate, complete

and less conflicting descriptions of commodities or articles of freight; (3) creation of more definite routing rules of line-haul tariffs and more definite statements of what commercial processing may be allowed under transit tariffs; (4) standardization in the general make-up and format of tariffs.

## Objective in Mind

The group is full of ideas on how the major difficulties reflected in these general problems can be met. The kind and size of type, possible use of color, and standard arrangements of subject matter are factors under consideration. Their chief aim, based on many years of tariff-using experience, is to reach the point where, to quote Chairman Baxter, there will be "the least use of time and energy on the part of the tariff user and so this user can arrive at his conclusions with a much greater degree of certainty." The keynote here is to "find means of doing complex things in a less complex way."

Bearing in mind that "nothing is sacred about the present tariffs,"

(Continued on page 56)



Mr. Charles S. Baxter, chairman of the Railroads' Tariff Research Group



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## Towards Improved Truck Service

By Milton Goldstein  
*Traffic Manager, Serutan Co.*

Conscientious highway carriers will likely blow their top at this . . . But next month the author will land a haymaker on bad shipper practices

RECENTLY, the motor carrier industry has been going to great expense extolling the virtues of their industry. While the highway carriers have reason for rejoicing, perhaps at this high-water mark, it is time to look inwardly, at its own reflection (and faults), instead of outwardly, to its competition.

Personal research among both traffic managers and motor carriers point to these practices, which are more than just "fairly prevalent."

- 1) Variance in quality of service;
- 2) "Choking off" through movements by concurrence;
- 3) "Hogging" the freight;
- 4) Bad claims practices;
- 5) Bad tracing practices;
- 6) Lack of consistant good management;
- 7) Lack of knowledge of costs.

Since the early days of regulation, highway carriers have made great strides in the direction of uniformity; uniformity by agency tariff conditions, and uniformity in seeking increases which tend to

follow the increases granted by the ICC to other forms of transportation. Now let's look at another kind of uniformity—bad practices which must be overcome and corrected.

### To Be Specific

*Variance in quality of service:* An apparent impairment of service was noticeable before the present Korean emergency arose. Pickups and delivery service were dropping off, in their consistency. Carriers were getting choosy, in three ways: by class of freight, by points served, by amount of freight.

It is no secret that many highway carriers, despite their ICC certificates, are choosing the class or classes of freight which they would take. How easy it is to publish *shut off* rates at class 70, or 55. How easy it is to say, "We can't pick it up today; try somebody else."

While truckers have published, in one form or another, point lists, many of the cities and towns on that list apparently get lost just when a shipper needs service. Now, it seems, the trucker doesn't go

there every day, or the merchandise gets transferred to someone else. (Now watch out for penalties for two-line or three-line hauls in the form of increased minimum charges or class stop rates.)

Weight restrictions for either pickups or delivery are reaching the common, everyday stage. Sometimes the carrier says he'll come in for anything; for 500 pounds; or for 5000 pounds only. Minimum shipments can be discriminated against by the flick of a dispatcher's finger—he discourages them simply by forgetting to pick them up.

*"Choking off" through movements by concurrence:* Under part II of the Interstate Commerce Act, common carriers by highway can make arrangements with other such carriers for the through movement of shipments in interstate commerce (Sec. 216). In practice, however, restrictions like shut-off rates, increased minimum charges, embargoes, and out-and-out refusal to handle, has reduced the efficiency of

(Continued on page 34)

## Integrating Handling, Packaging, Traffic

(Continued from page 17)

honorary chairman, while H. O. Horning of the Chrysler Corp. is active chairman. Prominent in Detroit materials handling, packaging, and traffic circles, Don Kelsey is finance committee chairman.

Mr. Harder emphasized the need not only for trained men in this new field, but also for top management executives who recognize the importance of coordinating and supervising handling, packaging, warehousing, and traffic at top policy levels.

### Works Together

Materials handling, for example, goes hand in hand with traffic management. At Ford, said Mr. Harder, "working with our own traffic people and the common carriers, we have been making great progress costwise, with the use of equipped cars. In many cases, this is a step beyond unitized shipping, and the carriers have been very cooperative in furnishing us cars equipped with racks . . . to hold specific parts and assemblies.

"We've also found that automatic dock facilities for truck loading are saving us time and money," he went on. "By using roller-equipped docks and equipped vans, we're able to load and unload 35,000 lbs. of material in something like 10 minutes. It took us 1½ hours by the old loose-loading method, so you can see the kind of saving involved. And that doesn't even include damage to truck beds caused by dragging heavy units over them."

Further stressing traffic's place in handling, Mr. Harder declared: "Materials handling doesn't start at the receiving dock or stop at shipping. Efficient handling of materials must include the way raw materials are brought into the plant and the way the finished product is taken out."

By the same token, materials handling and packaging go hand in hand. Mr. Harder referred to two improvements his company has made in packaging, improvements which have resulted in saving han-

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dling costs. Mills supplying Ford with steel have been persuaded to package their products so that they are more easily handled at the receiving plant. Ford's own glass plant has developed an expendable pallet crate for shipping glass. The new container is lighter and cheaper, and is quickly handled by fork trucks.

The Ford company spends over \$1,000,000 a year for materials handling and warehousing equipment. It has made handling and its related functions the direct responsibility of top management, believing, as Mr. Harder says, that "progressive management looks upon materials handling engineering as a necessary and important part of the whole job of engineering for production."

#### **Efficiency Doesn't Just Happen**

However, like many firms, Ford is finding that efficient handling, packaging, warehousing, and traffic operations do not "just happen."

Said Mr. Harder: "Here we have a new and challenging field — a whole new concept of manufacturing methods — with the greatest potential for industrial progress since mass production, and we aren't training people fast enough to do the job."

It is this need for trained men that's behind Detroit's drive to set up a four-year course at Wayne University. Although this college has already done much toward education in the new field, the course envisioned by the men meeting in Detroit would be far more comprehensive, including such subjects as: factory planning and layout; production planning and control; accounting; fundamentals of materials handling; problems in packaging and materials handling; traffic management; business organization and management; time study; motion study; quality control; business law.

Urging all American industry to get behind this program not only in the interests of national defense, but also in the interests of industrial progress, Mr. Harder stated: "The handling, storing, packaging, and transportation of materials is the new frontier in American industry."

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## J. D. Beeler Heads Unit Touring Korea

WHEN well-known theatrical personalities such as Jack Benny, Benay Venuta, or Joe E. Brown visit our fighting men overseas they deservedly get full newspaper coverage. Equally worthy of headlines are the names of the members of a unit of the Society for the Encouragement and Preservation of Barber Shop Quartet Singing in America, who recently contributed their time and energy in a voluntary effort to help boost the morale of America's soldiers on the front lines.

Leader of the expedition was J. D. Beeler, Vice-President and General Manager of the Mead Johnson Terminal Corporation of Evansville, Indiana, and Chairman of the General Traffic Committee of the American Warehousemen's Association. Beeler is also president of the national amateur singing society which sponsored the trip. Other members of the group whose vocal efforts were enthusiastically received were Forrest Haynes, Art Gracey, and Marty Mendro.

The Mid-States Quartet travelled over 20,000 miles from its jumping-off point in Indiana to San Francisco, Wake Island, Hawaii, Tokyo, Korea, and back again. Over 50,000 soldiers and Marines at 33 stopping points in the rugged hills of Korea went wild in their appreciation of the group's singing. Songs on the program included, *I Want a Girl*, *Tennessee Waltz*, *Dear Old Girl*, with *Dinah* a special favorite.

Beeler said of the men overseas, "Their spirit, morale, and general bearing is simply tops. It goes without saying that the fighting boys deserve the credit for our victories, but the planning and logistics behind their effort are astronomical, and their actual accomplishments, in the face of almost impossible conditions, are stupendous." The entire trip was made possible with the cooperation of the Armed Forces Special Services.

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## Improved Trucking Service

(Continued from page 30)

direct concurrences, or the medium of agency publication types.

For example, in shipping from the east, certain midwestern states present problems when off-line points are concerned. The line haul carrier reports, "We can't get the so-and-so's to handle the stuff beyond our terminals." Or, the merchandise is shipped by rail beyond, and is so indicated on the motor carrier's freight bill.

Another phase attached to this subject is the use of territorial arbitraries for pickup and/or delivery services. Or, inside delivery charges are tacked on. The small shipment and small-volume shipper is actively discriminated against by such carrier action. These restrictive measures — failure to honor concurrences and types of arbitraries — are further indications of attempts to pick and choose freight. Some day, this will be a ripe subject for ICC investigation.

*Hogging the Freight:* During the month of September, 1950, the New York City area was tied up by a combination of operating factors. The motor carriers were bogged down with excessive amounts of freight, over and above what could be normally handled.

Previously I have mentioned the practices of picking and choosing freight by: class, points served, and tonnage. These, added to the hogging practices noted about, make up a fistful of disagreeable actions which makes the shipper angry, and increases the load on the industrial traffic department, and adds to the cost of the distribution process.

Dispatcher promises can be particularly disruptive, especially when a manufacturing organization is working close, without too much leeway, to a schedule. Motor carrier operations are very effective in such situations, because of their speed and flexibility. However, by the same token, when the carrier attempts to "hog" business, by making promises of service im-

possible to perform, the results can be costly.

*Bad claims practices:* The motor carriers in general have been singularly negligent in their handling of loss and damage claims. This matter is one of particular discord between shipper and carrier. The following is representative: Do not acknowledge claims; Claim papers never received; Send claim back on trivia; Claim agent sick; Fails to return damaged goods for salvage; Sells damaged shipment and then notifies shipper; Blames pickup, connecting or delivering carrier; Holds self out to give a "protective" service and fails.

Some of the above are obvious, and others call for added emphasis. One of these is not indicated above, namely, not reporting damaged shipments to the shipper. How many times have motor carriers shorted on delivery because of damage to a carton? How many times has the consignee reported such shortages, made deductions for credit, and dumped the problem back on the shipper?

### Rolling Out the Equipment



The roller track shown here is used with a fork truck to allow a moderate-capacity Otis elevator at the Stewart-Warner Corp. Chicago plant to move 209 tons of pallet-loaded equipment a day. A fork truck places pallet on track outside elevator, signals car, and goes for another load. Elevator attendant pulls waiting pallet onto rollers in car, delivers it to another floor, and rolls it onto rollers. The rollers make loading and unloading so rapid that the car is in almost constant motion.

Circle 256 on Readers' Service Card

The consignee makes his deduction anywhere from one month to six months or later, after the shipment was received. During this period the motor carriers do nothing. How much easier for everyone, if the shipper was notified, given an opportunity to reduce the claim by salvage, and keep the consignee happy by quick replacement of damaged goods. The carrier must realize his responsibility from a practical point of view.

*Bad tracing practices:* Tracing with motor carriers presents problems from many angles. First of all, there are no so-called standard practices for tracing with them. Secondly, it tends to become tedious, nerve-wracking, and otherwise unfruitful. Often, it becomes necessary to do the tracing for the carrier beyond his own terminal. These are some of the bad practices:

- Carriers ignore written requests for tracing;
- Can't locate papers;
- Failure to check overs and shorts at origination terminal;
- Failure to match up overs and shorts, system-wise;
- Buries freight on platforms;
- When shipping order is lost, or waybill references not forwarded, shipper not notified;
- Failure to report differences in number of pieces;
- Carrier tells shipper he cannot wire or call destination offices.

There is no questioning the difficulties attached to tracing the small LTL or LCL shipment. However, many of us use standard forms for tracing consignee, destination carrier office, and origination office as well. So by doing most of the work for the carrier, results are obtained.

Too often, the trucking company is not prepared internally, to do the job properly. A delayed shipment means loss of business, or a delay in payment to the shipper. Partial deliveries mean deductions, credits, replacements, rebillings, and increased costs. Prompt location of whole shipments and partial shipments increases shipper-carrier respect. It is a form of service which too many motor carriers think about but fail to improve.

*Lack of consistent good management:* The motor carrier industry is now "big business" by its own admission, and the facts are in its favor. Methods, imagination, and efficient practices are prerequisites. Industrial management today will make use of *management audit techniques* to investigate its operations, correct inequities, and provide policies for the future. Such is not the case with the trucking industry as a whole. Here are some reasons why: still "truck drivers at heart"; failure to follow industrial management principles; lack of trained solicitation, or its joint use; do not know costing for modern business.

Some of these failures are the result of inability to go beyond the experiences and education of the operators. The lack of consistent good management could be remedied by:

- Standard methods, from shop practice to office management;
- Standardization of equipment; office, highway, materials handling, and terminal facilities;
- The use of standard costs;
- Applications of research, accounting and engineering practices;
- The development of fringe termini.

## Coming Events

Nov. 5-8—Seventh All Industry Refrigeration and Air Exposition, Navy Pier, Chicago.  
Nov. 15-16—National Industrial Traffic League, annual meeting, Palmer House, Chicago.

1952

Jan. 10-12—Independent Movers & Warehousemen's Assn., 17th annual convention, Palm Beach Biltmore Hotel, Palm Beach, Fla.

Jan. 14-17—Plant Maintenance Conference, Convention Hall, Philadelphia.

Feb. 1-5—Local Cartage National Conference, annual convention, New York City.

Feb. 10-14—Mayflower Warehousemen's Assn., annual convention, Cleveland Hotel, Cleveland.

April 1-4—American Management Assn., 21st National Packaging Exposition, Atlantic City Auditorium, Atlantic City, N. J.

May 4-8—The American Warehousemen's Assn. convention, Roosevelt Hotel, New Orleans.

May 6-8—Fourth Highway Transportation Congress, Mayflower Hotel, Washington, D. C.

June 29-July 2—Material Handling Institute, mid-year industry meeting, Grand Hotel, Mackinac Island, Mich. All materials handling trade associations are invited to attend.

# ASTT Meets in Chicago

Interesting speakers and informative panels highlighted the recent society conference

A SENSE of accomplishment was felt by those who attended the recent first annual traffic and transportation conference of the American Society of Traffic and Transportation. Meeting on September 13 and 14 at Northwestern University in Chicago, more than 550 persons, men and women prominent in traffic and transportation affairs, exchanged ideas and information on important subjects to the industry.

The conference was opened by the Society's president, Charles H. Vayo, general traffic manager, Eastman Kodak Co., Rochester, New York. Mr. Vayo introduced J. Roscoe Miller, president of Northwestern, who welcomed the Society and commented upon the importance of transportation in the development of the midwest.

A principal part of the conference was a seminar consisting of three panels at which informed speakers discussed specific problems of the transportation industry from a variety of viewpoints.

The first panel was concerned with transportation revenue and freight claims. Heber Smith, chairman, freight claims division, Association of American Railroads, discussed the subject from the standpoint of railroads. The trucking industry's problems were discussed by J. R. Matthews, chairman, national freight claims council, American Trucking Associations, and Arthur H. Schwietert, director of traffic, Chicago Association of Commerce and Industry, presented the views of shippers and consignees. Mr. Schwietert cited figures showing the large percentage of income paid out by railroads and truckers in loss and damage claims. All speakers

stressed the importance of claim prevention and suggested ways in which carriers, shippers, and consignees could cooperate in reducing the drain of claims upon carriers' revenues.

Carrier rates and services was the subject of the second panel conducted by Herschel A. Hollopetter, director of transportation, Indiana State Chamber of Commerce. Robert S. Henry, vice-president, public relations, Associations of American Railroads, Leland James, president, Consolidated Freightways, Inc., and W. H. Johnson, Jr., secretary and assistant to the president of American Airlines, spoke on the subject from the viewpoints, respectively, of railroads, motor carriers, and airlines. William G. Oliphant, general traffic manager, Federal Barge Lines, and Earl B. Smith, vice-president, General Mills, Inc., added to the discussion the views of domestic water carriers, and the users of freight transportation services.

Delos W. Rentzel, under secretary of commerce for transportation, was the speaker at the annual banquet of the Society. Mr. Rentzel discussed national coordination of transportation, and outlined the organization and responsibilities of the departments and agencies of government engaged in transportation promotion and regulation. He specifically denied rumors that his office was the beginning of an attempt to bring together under one head all federal regulatory responsibilities over all transportation.

The third panel, presided over by G. Lloyd Wilson, was devoted to the topic, transportation and national defense. Four speakers from Washington, D. C., contributed to this panel. Kenneth L. Vore, director, Military Traffic Service, outlined the organization and operation of his agency.

The concluding luncheon meeting, under the auspices of the Traffic Club of Chicago, was presided over by Clayton F. Devine, traffic director, Silica Sand Traffic Association.

— G. LLOYD WILSON,  
University of Pennsylvania

Industrial management goes to great lengths to develop internal systems, personnel training, and policy-making functions. There are no great management peculiarities about the motor carrier industry. This industry can well afford to adopt some modern industrial management methods.

There is much room for standardization of freight bill forms, and need for standardization of the information, or its position, on the bill. Fanfolds, with sufficient copies to cover all contingencies, should be the rule and not the exception. Punch card billing may be the answer.

*Lack of knowledge of costs:* There is truth in the statement that cost figures are kept for the Interstate Commerce Commission. Yet it is also true that operating ratios, when taken for a large group of motor carriers, actually

reflects a proper cost picture? Can it be said that a large number of inefficient operators inflate the cost ratio for the entire group?

"Respondent has the right to maintain rates which are sufficiently high to return operating costs plus a reasonable profit." (Increased Rates, Hayes Freight Lines, 44 M.C.C. 675.) Shippers cannot deny the carriers this right to a fair profit, just as the manufacturer is in business to similarly make profits—at least to make enough to pay the transportation bill.

However, there is a *reasonable doubt* in the minds of some shippers as to the validity of the motor carriers' claims for higher rates, at least in several recent rate increase cases. It is one thing for the carrier to express this need, and quite another to justify it, especially when a closer look is taken\*

at the methods and practices of individual carriers.

Perhaps the rate conferences have served to blind the Commission to a closer examination of these individualized factors of cost attached to motor-carrier operations. Or, the necessity of the industry as a whole, to carry along the inefficient operators is a matter of public necessity, or for national defense. In the latter case, the increased rates are then a matter of subsidy.

#### Conclusions

Without question, the motor carrier industry is here to stay, and is making strides in the right directions. However, there are certain trends in the making, such as the dispersion of industry, basing point disruptions, conference methods of rate making—all giving the shipper a wedge with which to break the rate ceiling.

These consider the use of contract truckmen, private operation, pooling arrangements of one type or another, warehousing and branch selling arrangements. The shipper before attempting any of the above methods of "breaking" rates, would like to be certain the motor carrier industry is doing its part in doing business efficiently, without running to the Commission for a lifeline.

With Socialism, and its accompanying slow death to managerial efficiency not too distant, both shippers and carriers must give serious thought to their relationship, and to the course for future political action. The transportation industry, embracing all components, is the focal point of attack from within by elements of labor, body politic and others who feel the government belongs in business, in transportation.

Only by making the industry work as an important segment of our economic democracy can it survive. To do so means an introspective approach, correction from within, and a healthier carrier-shopper relationship for the good of all, including the general public.

Next month, Mr. Goldstein will prosecute the other side of the case, criticizing shippers for their bad practices.

#### There is Weighty Material in this Library



A book lover might be disappointed with Pratt & Whitney's "library" (described in DA for Aug., 1951) at East Hartford, Conn. But anyone looking for the right sheet of metal would be happy. Left, sheet metal stacked flat took up too much room, was inefficient to handle and easily scratched. The same shop (above) with the metal stored vertically, each of the 355 different sizes, thicknesses and grades of metal in a separate book, with its own steel framed plywood covers, and index cards for quick finding.

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By KARL RANNELLS



# Distribution *at the Capital*

## **Transportation Situation Not Expected to Get Worse**

ing next year. This will lie almost entirely in military fields with increasing amounts of deliveries going to military depots. Government officials further estimate that by a year from now, military deliveries should reach the rate of nearly \$12 billion quarterly. This would be more than double the present delivery rate of \$5 billion quarterly.

In spite of resultant increased freight volume, officials do not look for the tight transportation situation to grow worse. So far, there have been no serious shipping bottlenecks. They see the situation as tight through the winter but not as "severe as last year."

Cutbacks for materials for new freight cars will continue for some time and the planned output of 10,000 units a month may not be reached before second quarter 1952. Tank car picture is not as dark as that for open or box cars. Tank vehicles are five months behind schedule, but scheduled production of 900 a month will cut down the backlog.

Highway freight between cities has doubled over the past 10 years, official surveys show. It is still growing. But control officials are planning for truck manufacturers to get enough materials to make 1,000,000 vehicles next year. This is almost a third less than this year's expected output. But officials believe this will take care of increasing highway freight volume.

## **Battery Makers' Hearts Heavy as . . . Lead**

Lead may become the fourth material to be placed under the Controlled Materials Plan (CMP). Whether this is good news for battery manufacturers depends on current position of individual firms. But generally, both industrial and storage battery manufacturers are telling NPA that their lead requirements are not now being met. Permitted use (under allocation) for September, for instance, allowed production of about one-third of orders.

Overall lead outlook is not bright. The supply in sight this year is only about one million tons. This is

Production is expected to expand by about \$40 billion during

about 250,000 tons less than was used during 1950—and the prospect for 1951 is no better currently because of dropping imports. Under CMP, according to official thinking, while all consumers would have to be cut back, at least the battery manufacturers would be assured of their equal share in the lead available.

## **New Boxcar for the Services**

A standardized railway box car has been adopted by the four armed services — the Army, Navy, Marines and Air Force.

Already more than 200 of the standardized type of car have been procured for the services by the Transportation Corps which does such buying for all services.

In make-up, the new cars are identical except for outside markings and enables a switch in shipments by car builders to the service where the current need is most pressing. Through September, something like 150 units had been delivered to the Army, 40 to the Navy, 15 to the Air Force, and 10 to the Marines.

## **Concerning the Army's Warehouse Program . . .**

The Army is embarking upon a big warehouse program. But assurance is given on Capitol Hill that the military services will not be permitted to build new warehouses in areas where commercial space is available. The question of competition with private industry rose when business men began protesting to Congressmen the appropriation of \$50,000,000 for warehouse construction for the services. Chairman Vinson of the House Armed Services committee explains that in its final passage, the military appropriation bill also specified that the Army must obtain approval of both the House and Senate armed services committees for any warehouse site selected.

## **No Special Help for Handling Equipment Makers**

Great emphasis has been placed by the Government upon needed expansion of production capacity and getting priorities aid to tool builders to get new facilities producing—so much so that growing needs for additional materials handling equipment has been virtually over-



## Distribution at the Capital . . .

*Continued from previous page*

looked. In mid-October, no provision had yet been made for special help to the various segments of the materials handling industry.

Production in this field has been lagging. For example, truck manufacturers have complained that they have been having tough going in getting their CMP materials tickets filled. And conveyor manufacturers have reported increasing backlogs of orders which they cannot fill because of materials shortages. Some are as much as a year behind.

National Production Authority officials reply that the situation will clear up shortly, that all CMP tickets issued for fourth quarter production will be cashed.

### DTA and Warehousing

Defense Transport Administration is well along with its survey of public warehousing and storage facilities. All known warehousing operators have been mailed questionnaires. Pending completion of surveys, the DTA has been turning down dozens of building applications for warehouses because of materials shortages. These range from small low-cost jobs of a few thousand dollars to such ambitious projects as a \$1,350,000 warehouse which the Puerto Rican government wanted to build.

### NPA and Warehousing

Terminal warehouses have been reclassified by the NPA as "industrial" rather than "commercial" installations—for construction purposes. This means

that builders can self-authorize controlled materials orders if the project does not require more than 25 tons of steel, 2000 lb of copper, and 1000 lb of aluminum. Steel allowances for last quarter 1950 for prefabricated metal buildings, including bins and other types of storage structures, were cut back by a third from the amounts allowed for the third quarter.

### Straws in the Washington Wind

Quartermaster Corps expects to buy sizable quantities of aluminum two-wheel hand trucks during the coming year . . . U. S. Department of Agriculture engineers are promoting a "better handling" program for fruit shipping . . . Power-crane manufacturers have suggested that NPA study the feasibility of setting up a "working stockpile" of cranes, shovels, and similar equipment . . . Replacement parts for trucks, cars, engines, and materials handling equipment are beginning to worry control officials. Inventories are low and, having no priority, distributors are having a tough time replacing depleted stocks . . . NPA reports industry is shifting from metal to fibre and other packaging materials. There is also a growing tendency to conserve and re-use containers. Standardization is increasing, too . . . Steel drum industry is 12,500,000 barrels behind in orders . . . More mail-haul contracts will be awarded to truckers (more than 150 have been awarded since last February), and postal officials are talking about lengthening truck mail-hauls to 400 and 500 miles within another year.

## ... Distribution at large

### Trends . . .

A "better balance" is the way the National Association of Purchasing Agents describes the inventory situation, from now until the end of the year. However, inventories of materials entering production are reported as "down to, or below, economical operating minimums." The reason: increasing material scarcities. On business conditions generally, NAPA notes that a large part of U. S. industry "unsuited" for defense production is suffering from a lack of civilian business. In Canada, production is declining, orders are holding up better than here, defense orders are slow in coming in, and credit restrictions are holding back retail sales.

### Air Cargo . . .

By 1953, American Airlines expects to have 12,

000,000 ton-miles of air cargo capacity for sale every month. At the moment, the line is aiming for a 4,000,000 ton-mile capacity monthly. All of which points to AA's efforts to provide equipment and facilities to keep pace with its cargo sales efforts. New handling equipment, hangars, and planes will be ordered, says the line.

Flying Tiger Line says its 1950-51 fiscal year finished with revenue up three times what it was the year before, \$15,582,059. The huge increase can be attributed to the defense effort, but the line intends to continue expanding fleet and facilities to provide adequate air cargo service.

### Highway Transportation . . .

Early this month the National Traffic Committee, when it meets in Washington, will do some talking about simplifying the National Motor Freight Classi-

fication and making tariff rules and regulations uniform. Recognizing the trend begun by the ICC's two dockets (28300 and 28310) on rail freight classification and class rates, the trucking industry feels revision of its tariff practices would be desirable.

### Rail Transportation . . .

Renewed interest by the railroads in cutting the loss and damage toll is revealed by the Association of American Railroads setting up a new "freight loss and damage prevention section." The new section consolidates all the AAR's loss and damage prevention activities, and will be headed by a full-time director (not yet named), who will also be chairman of a new "national freight loss and damage prevention committee" of 20 members.

**Erie Railroad** is the first major railroad system to cover its main line with four-way radio-telephone communication. The new hook-up permits conversation between locomotive and caboose, two trains within radio range, a moving train and a wayside station, and between wayside stations.

### Public Warehousing . . .

The Merchandise Division of the American Warehousemen's Association is stepping up its banking relations program. Through the banking relations committee, bankers throughout the United States are being acquainted with the benefits of the uniform warehouse receipt as a credit instrument. Not only are copies of the official booklet, **Warehouse Receipts Can Work for You**, being distributed in large numbers, but district chairmen of the banking committee are busy lining up meetings and contacts with bankers.

**J. Leo Cooke Warehouse Corp.** has acquired an additional warehouse building in Jersey City, following completion of negotiations with the Erie Railroad. Located at the entrance to the Holland Vehicular Tunnel, the building will be known as the J. Leo Cooke Warehouse Corp.-Erie, and marks another step in the formation of a national warehouse chain announced by the firm's president, J. Leo Cooke, last January.

**Erie Warehouse Co.**, Erie, Pa., has completed work on its new, one-story warehouse. Total storage area of the new building is 31,050 square feet. An additional building will be put in operation by the company early next month. Further, according to A. M. McDarment, Erie's president, the firm has under construction a modern trucking terminal which will be occupied by a large, interstate line.

**S. J. Lusby** has disposed of his holdings in the Rutger Street Warehouse, Inc., St. Louis, Mo., to devote his full time to the management of the Mississippi Avenue Warehouse, East St. Louis. Comprising 360,000 square feet of one-story storage space, this building is equipped with a railroad siding which will accommodate 50 cars at one time.

**Cincinnati Transfer Co.**, Cincinnati, is now operating its new one-story warehouse. Containing 80,000 square feet of storage area, the building is of concrete construction, sprinklered, and served by a 10-car railroad siding.

## MEN IN DISTRIBUTION

#### Industrial Traffic Management

**John H. Barnhart** is the new assistant traffic manager of **Hubbard and Co.**, Pittsburgh, Pa. Mr. Barnhart began work in the traffic field in 1933 with **H. J. Heinz Co.**

**Howard M. Daschback** has been named general traffic manager of **Consolidated Western Steel Corp.** Mr. Daschback also serves as general traffic manager for two other U. S. Steel subsidiaries.

**P. Steele Labagh** has succeeded the late **Irving F. Lyons** as traffic director of the **California Packing Corp.**, San Francisco. Mr. Labagh joined the company in 1920 and since 1948 has been assistant traffic manager in charge of operations.

**John Ohler** has been appointed assistant traffic manager of the **Singer Mfg. Co.**, New York, N. Y.

**John B. Reid** has been named traffic manager of the Ternstedt division, **General Motors Corp.**, Detroit, Mich. He succeeds **George R. Battersby** who has retired.

**Dan D. Rogers** is the new traffic manager of the **Mid-Continent Supply Co.**, Fort Worth, Tex. Mr. Rogers has had 26 years' experience in traffic work.

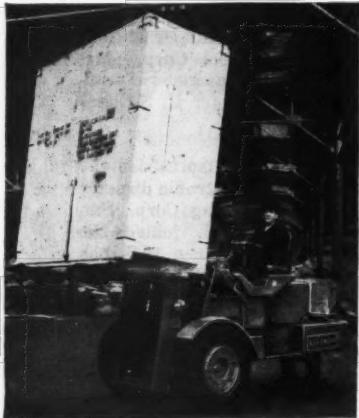
**Arthur C. Schier**, vice-president, traffic, of **General Foods Corp.**, has been elected chairman of a newly-formed traffic committee of the **Grocery Manufacturers of America, Inc.** The committee was established to deal with freight rates and regulations covering transportation matters.

**John R. Sherman** has been appointed acting foreign traffic manager of the **Pensalt International Corp.**, Philadelphia, Pa., replacing **John F. Moorehead**.

**H. R. Steffen** has been promoted to traffic manager of the **Spool Cotton Co.**, New York City, succeeding **F. W. Wilkinson** who has retired. Mr. Steffen has been with the company since 1933.

**The U. S. Pipe and Foundry Co.**, Burlington, N. J., announced the promotion of **R. A. McCaffrey** to assistant general traffic manager, and **J. B. Flemming** to assistant traffic manager. Both men will have offices in Birmingham, Ala. **W. F. McIntyre** is assistant traffic manager at the company's new plant in Decoto, Calif.

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No. 77

### Materials Handling

John F. Johannsen, export manager of Hyster Co. has been selected the U. S. observer to the Fifth Pan American Highway congress at Lima, Peru. Mr. Johannsen left Sept. 14 for an extensive journey through Central and South America.

Frank P. Minnelli has been appointed manager of a newly-organized Market Research department of the Yale and Towne Manufacturing Co., Philadelphia Division. Mr. Minnelli was assistant to Elmo Roper before going to Yale and Towne.

### Packing and Packaging

Allyn C. Beardsell and Alfred Hoffman, of Container Laboratories, Inc., New York City, will direct a course in packing and packaging at New York University. Mr. Beardsell is packaging consultant to DISTRIBUTION AGE magazine. With emphasis on student participation, the course will include laboratory testing of student designed packages.

### Traffic and Transportation

C. H. Beard, general traffic manager, Union Carbide and Carbon Corp., New York City, will head a 10-man special subcommittee on national transport policies. The subcommittee was appointed at a meeting of the transportation and communication committee of the Chamber of Commerce of the United States. W. S. Shepherd, general traffic manager, Aluminum Co. of America, Pittsburgh, was named chairman of a 28-man group being invited to study international policies.

J. H. Carmichael, president of Capital Airlines, has been elected to the board of directors of the Transportation Association of America. Mr. Carmichael has been associated with air transport since 1929 when he was an air transport pilot.

Delta Nu Alpha, transportation fraternity, New York chapter, installed the following officers at a recent meet-

ing: President, Charles W. Hagendorf, combustion engineering, Superheater, Inc.; first vice-president, Lee B. Sloan, Doughnut Corp.; second vice-president, Raymond N. Rear, Borden Co.; treasurer, Carl Wilens, independent news; financial secretary, Daniel Epstein; secretary, Robert Dallow; correspondence secretary, Joseph Quinn.

Fred G. Freund has been elected to the board of directors of the National Defense Transportation Assn. Mr. Freund is director of the traffic department of the American Trucking Assn. He has had 30 years' experience in transportation work.

### Transportation—Air

Walter Brown, Jr., assistant director of passenger sales for Trans World Airlines, has been appointed general sales manager for Ethiopian Airlines, with headquarters in Addis Ababa.

United Airlines has made several new staff appointments. J. A. Herlihy, former vice-president-operations, is now vice-president-engineering and maintenance. Mr. Herlihy joined the company in 1930. D. R. Petty has been named vice-president-flight operations. D. F. Magarell, formerly vice-president-passenger service, is now vice-president-transportation services.

James A. Wooten has been elected president and a director of U. S. Airlines, Inc., New York, N. Y. Mr. Wooten was formerly president of Alaska Airlines. His election headed the list of changes made in the officers and management of the company.

### Government

V. J. Hirshauer has been appointed chief of the materials branch, equipment and materials division of the DTA. Mr. Hirshauer has been with General Motors Corp. for 22 years.

### Highway

Allied Van Lines has added five new agents. They are Farley Bros. Van and Storage Co., Pasadena, Calif.; David L. Fey's Motor Livery, Greenville,

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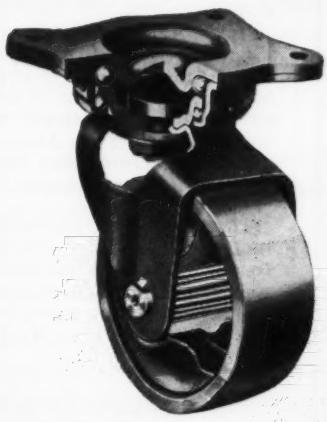
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Miss.; C. H. Hanson Storage Co., Waterbury Conn.; Hollywood Storage and Transfer Co., Inc., Holly, Fla.; and Unicame Storage Co. Ltd., Brandon, Manitoba, Canada.

The California Motor Transport Assns., Inc. has elected the following new officers: Neil J. Curry, president; J. P. Spaenhower, northern vice-president; Oren H. Scott, southern vice-president; Gail H. Crawford, treasurer; Harold W. Squier, secretary.

The Central Motor Freight Assn., Chicago, has appointed William Noorlag, Jr. general manager and James D. Keith director of public relations. Mr. Noorlag was formerly a magazine transportation editor, and Mr. Keith was a Detroit newspaperman.

The C. A. Conklin Truck Line, Inc., Toledo, Ohio, has announced the promotions of Andy Robertson to executive vice-president, Joe Donavan to treasurer, and Charles Small to general manager.

Eastern Motor Express, Inc., Terre Haute, has appointed Thomas J. Hogan and Morton Youngman assistant to vice-president and assistant safety director, respectively. Mr. Hogan was formerly with the I.C.C. Mr. Youngman is the chairman of the safety supervisors council, American Trucking Assns.

John F. Gilligan is the new personnel director of Keystone Truck and Storage Co., Lancaster, Pa.

Frank J. Johnson has been named manager of the newly-opened office and terminal of Springmeier Shipping Co., at East Syracuse, N. Y.

Woodruff Lawn has been appointed manager of Reo Motors, Inc., Pittsburgh branch. Mr. Lawn was formerly associated with Fruehauf Trailer Co.

Albert A. (Al) Levine has been appointed director of sales for Bianchi Motor Transportation, Quincy, Mass. Mr. Levine has had 27 years of experience in the transportation field, and was formerly with Associated Transport, New York, and Barnwell Bros., Burlington, N. C.

Mason and Dixon Lines, Inc., Kingsport, Tenn., have appointed Robert P. King manager of eastern Tennessee division, and Charles E. Chrosniak southern sales manager. A. Ewing Greene, Jr., and Charles M. Everhart have been named vice-president, traffic, and vice-president, sales and cost control, respectively.

John J. Querques has been appointed sales representative for Gores Motor Express Co., Utica, N. Y.

Spector Motor Service, Chicago, has

announced staff appointments as part of its expansion program now under way. W. Stanhaus, former executive vice-president and assistant general manager, has been named general manager. Ted Baker has been advanced to the position of senior vice-president. Frank Fahey and Paul Swanson have been made vice-presidents in charge of western and eastern sales divisions, respectively.

Theodore R. Trioblet has been made office manager for Pacific Intermountain Express Co. at Wichita, replacing Hugh F. Melaniphy who is returning to Oakland, Calif., to the general office of the company. Mr. Trioblet was formerly general clerk at PIE's Los Angeles terminal.

Roland M. Wolf has been elected vice-president, sales, of the International Forwarding Co., with offices in Chicago. He was the former district manager of the company at Seattle.

### —Rail

S. J. Eldredge has been made general eastern freight agent for the Atlantic Coast Line Railroad, with offices in New York City.

Joseph F. Hartman has been appointed general freight agent of the Delaware & Hudson Railroad, succeeding W. R. St. John. Mr. Hartman will have his offices in Buffalo, New York.



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La Grande, Ore.  
Lewiston, Idaho  
Lewisport, Mont.  
Medford, Ore.  
Miles City, Mont.  
Missoula, Mont.  
Nampa, Idaho  
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Portland, Ore.  
Redmond, Ore.  
Rice Lake, Wis.  
Roseburg, Ore.  
Sacramento, Cal.  
Salt Lake City, Utah  
San Francisco, Cal.  
Seattle, Wash.  
Shelby, Mont.

Spokane, Wash.  
Sunnyside, Wash.  
Tacoma, Wash.  
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**CONSOLIDATED FREIGHTWAYS**

GENERAL OFFICES: PORTLAND 8, OREGON

J. M. Hrebee has been appointed freight traffic manager of the Missouri Pacific Lines, St. Louis, Mo., succeeding R. I. Wells, who is now president of the Missouri Pacific Freight Transport Co.

Railway Express, Akron, Ohio, announced the appointment of R. H. Gilbert as superintendent of transportation. Herman Stehmeyer has been made manager of the Akron terminal succeeding Beford Biles who became district operations manager.

The Reading Co. has elected Harry B. Light vice-president in charge of freight traffic. Mr. Light was formerly general freight traffic manager. J. W. Lawson has been promoted to the position previously held by Mr. Light.

### —Water

Ralph R. Higgins has been appointed to head the Chicago solicitation office of the South Carolina State Ports Authority. Mr. Higgins was formerly with the Denver & Rio Grande Western, and the Great Northern railways.

The Port of Seattle has named Warren D. Lamport managing director and George T. Treadwell general manager and chief engineer. Mr. Lamport joined the port in 1946 as general manager. Mr. Treadwell has been with the port for 21 years as an engineer.

### Warehousing

Ted Gravenson has been appointed assistant vice-president of Neptune Storage, Inc., New Rochelle, N. Y. Mr. Gravenson was formerly director of advertising and sales promotion for Burndy Engineering.

C. P. Metcalf is the newly-elected chairman of the southwestern chapter of the National Assn. Refrigerated Warehouses. Mr. Metcalf is vice-president and general manager of Southwestern Ice and Cold Storage Co., Austin, Texas.

The Missouri Warehousemen's Assn., Inc., at a recent meeting elected the following officers: General Assn.: president, Fred Aab, Springfield Warehouse & Transfer Co., Springfield; vice-president, Jack Young, S. N. Long Warehouse Co., Kansas City; secretary-treasurer, Mrs. E. M. Busey, Radio Warehouse Co., Kansas City. Merchandise Division: president, Jack Young; vice-president, Morris M. Stern, Midwest Terminal Warehouse, Kansas City; secretary-treasurer, Mrs. E. M. Busey; directors, O. E. Stone, Harry S. Brown, Oscar Anderson. Household Goods Division: president, Claude Roberts, L. Leritz & Son, Kansas City; vice-president, Harry Dreimeier, Dreimeier Storage & Moving Co., St. Louis; secretary-treasurer, Earl Campbell, Union Transfer & Storage Co., Joplin.

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## GERSTENSLAGER *custom-built* Van Bodies

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Established 1860

### Skids and Pallets

(Continued from page 21)

here to so-called "dead" skids, leaving for a later article semi-live and live skids, which are usually handled manually. We will, at that time, describe any mechanical devices which have been developed to handle these latter classes of carriers.

Many different materials are used in the fabrication of skids. Steel, aluminum, and magnesium skids are, of course, very sturdy and are intended for use in situations where they are expected to take a "beating." Since they are relatively expensive per unit compared with the all-wood and metal-bound types usually employed in the kinds of operations with which we are concerned here, it will be sufficient to mention that they are available in many different arrangements for those who need them to meet unusual situations. It would be practically impossible to justify the additional investment for run-of-the-mill handling.

Skids constructed entirely of wood have been used since about 1910 for transporting strapped loads of flat paper stock and cardboard. A check on sizes was made in a public warehouse specializing in storing this product which disclosed that there is no uniformity. This is true even of skids originating from the same paper manufacturer. The various dimensions of these skids varied widely. Lengths varied from 52 to 60 inches; widths from 24 to 40 inches; distance between stringers from 27½ to 36 inches; and under-clearances from eight to 12 inches.

Naturally enough, the range of sizes would probably be more restricted in any given plant moving only its own products, but the above variations are given as a warning to the man who is planning a skid operation to serve those who send in their own skids that a careful check should be made before deciding on the equipment to

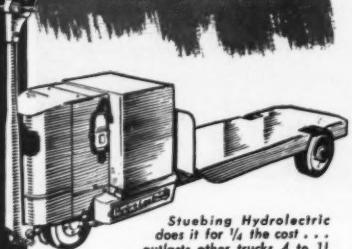
be used in moving them.

The type of skid we have been discussing is usually quite a shoddy affair. It is designed to be a sort of one-way shipper, and is constructed as cheaply as possible from low grade lumber and plain nails. Consequently, when it is used to carry a considerable load it frequently arrives at its destination with its stringers askew, which complicates its handling because the normal distance between the runners and the underclearance are both so changed that it is difficult to insert handling equipment under it.

The specifications for a wooden skid to be used in a restricted location call for better lumber and generally better fabrication. As a matter of fact, the specifications given below for the materials and methods of construction hold for skids as well as pallets, with, of course, such changes as are required to meet the peculiarities of skid structure.

The basic concept behind the use of skids is to provide a means of

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AIR LINES**

temporarily storing merchandise or other materials one high without breaking bulk. There are, of course, instances where the nature of the material is such that it is feasible to multiple-pile unit loads on skids, but since this type of operation is fundamentally associated with the fork truck-pallet system of handling, we will not say more about it here. With the normal skid operation headroom in storage is not usually a factor which concerns us and it is possible, therefore to permit the full use of an important feature of skid-handling equipment — large carrying wheels. There is considerable latitude in the matter of underclearances for skids, the range usually running from six to 11 inches, with nine inches a popular dimension. A small clearance of half an inch must be provided under the platform to permit easy movement of the handling equipment under the skid.

There is also considerable latitude with regard to width of skids. The clearance between runners may be 20 to 36 inches. Here, too, a clearance is needed, about an inch on each side, so that when an operator wants to move skid-handling equipment under the skid he does not have to position it too carefully to prevent its binding.

Because the runners of skids are relatively quite a bit higher than they are wide, it is important that they be well secured or reinforced by the use of 1x1-inch boards running the length of the skid under the deck, and to which the runners are nailed as a means of strengthening them. Should this construc-

tion be used, the space taken up by the braces must be allowed for in calculating the underclearance for the machine to handle the skid.

Many skids are constructed with solid runners, but a popular construction is a medium high, solid runner with sort of feet or riser blocks at the four ends. Not only does this conserve lumber, it also provides greater underclearance in the center of the skid, the point where loads are apt to hang up on steep ramps or bridge plates.

In addition to the all-wood skid we have been discussing, there is a metal-bound type which is widely used. It consists of a solid wooden platform, bound around the edges with steel. The supports of this type skid are usually metal legs, called, because of their distinctive shape, stirrup legs. Naturally enough, these skids are more expensive than those made of wood alone. In certain instances their cost might be justifiable on the basis of longer life. The nature of their structure is such that sockets for stake posts and other superstructures can be easily provided, which, for certain kinds of handling operations, are helpful, but for the long-run of operations, the type of skid which is economically soundest is the least expensive, with due regard for reasonable serviceability.

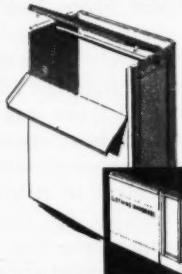
There are innumerable varieties of skids on the market for specific applications. These are equipped with such devices as special racks for moving spools, wire, and a host of other products. There are also tierable skids with special end-stakes to support the upper loads.

## Superior in Every Detail • Easiest to Handle

### PATENTED #4 BETTER DESIGNED — WOOD CLEATED COLLAPSIBLE CLOTHING WARDROBES

Sturdily built of kiln-dried smooth lumber glued to 100% Kraft double face corrugated panels. It takes only 2 minutes to assemble this collapsible wardrobe. Just two pieces—No tools required. Airtight, moth-tight, dust-tight. Large capacity . . . 21" x 30" x 60" inside dimensions. Holds a closeful of garments securely. Wood cleated hinged top opens full width and closes tight on hangers, so they can NOT move or FALL off from sturdy hardwood dowel rod. Knocked down, bundled, and tied, 12 complete Wardrobes—Weight: 200 Lbs.

\$46.80 Per Dozen, Net 10 Days F.O.B. Homewood, Ill.  
FOR FAST, EFFICIENT SERVICE PHONE 133



**NEIL BOX COMPANY, INC.**  
HOMWOOD, ILLINOIS (Chicago Suburb)

## Hibbard's Warehouse

(Continued from page 19)

the full package order filling area and the open stock section where orders for less than package quantities are filled. Pallet loads are tiered in proper areas by a fleet of electric fork trucks.

### Packaged Economy

One important economy in this volume handling is the fact that today about 85 per cent of the packages being received from the manufacturers come in the same protective units in which they will be shipped to retail hardware stores. Hibbard's expect this proposition of factory pre-packaged goods to increase. An added operating economy from this factory unit packaging has been a substantial decrease, during recent years, in the shipping damage claims handled by the traffic manager, Frank Kneess.

The company program to increase factory pre-packaging of hardware has extended through a long period of years. The approach has been from two angles. First, to stimulate the packaging of many heavy or irregular shaped items not previously individually packaged. This has included the use of much lighter fibreboard cartons to replace heavier and more costly wood crates or barrels. Also, to get the breakup into smaller unit packages of the former heavy and bulky shipping crates. As an example, today all sizeable hardware units with enamel surface come in unit factory packing. Likewise, all shipments of glassware and crockery came in packaged units of a size suitable to customer hardware stores.

Second, most shipments of assembled small hardware items now come from the factory in bulk packaged assemblies which will fit the average seasonal stock purchases by retail hardware stores. Also, such seasonal quantity orders today are considerably smaller than in former years, based on today's merchandising trends which assume more rapid stock turnover; stimulated in part by the ability

of the dealer today to get rapid delivery of restock orders through air shipping, parcel post, rail express, or overnight motor freight.

Another important efficiency factor in the new warehouse handling has been the large use of pallets. As related to in-shipping of hardware stock, this use of pallets is much less than desired. Palletization is at present restricted to the comparatively small percentage of goods delivered to our warehouse directly by manufacturers with their own motor fleets; they are thus able to take back pallets in exchange for those delivered to us. Thus, it seems that any large general use of pallets for primary, "from-manufacturer" shipping must await until the railroads make special rate concessions for the return of shipping pallets.

The rail shipping of goods to and from the warehouse is via three spur tracks from the Chicago & Northwestern Railroad. Two of these warehouse spur tracks are for

the incoming rail freight. They enter the warehouse from the west end and each track extends lengthwise through the building about two-thirds way. The warehouse floor is thus divided into three separate sections for handling and storage of incoming rail and truck freight. The third rail spur track, for freight outshipping, is partly across the extreme northeast end of the warehouse.

These inside rail tracks are sufficiently depressed to bring the loading floor of the rail car to the level of the warehouse handling floor. A railway engine assigned to either deliver or take away these cars will never enter the warehouse with its fuel fumes. The freight cars are shifted into the building and spotted along the tracks by a powerful gasoline-powered, mobile crane which can handle a 80,000-pound loaded freight car. Floor-level crossing bridges over the tracks are easily placed and shifted.

All motor truck freight is delivered to the warehouse floor at an under-roof dock located just off the street at the extreme south-west warehouse corner. Entrance and exit is through two opposite doors.

### Blueprints Delivered By Air



Above, a station on the 1 1/3-mile long pneumatic tube system used by a large manufacturer to speed blueprints from the central blueprint section to outlying technical departments. The system has reduced blueprint production costs 40% since only two copies

are needed, whereas as many as 15 were required formerly. Delivery is at a speed of 20 to 25 ft. per sec. The system serves six stations 24 hours a day, is powered by four turbo compressors, each operated by a 15 hp. electric motor.

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## New Literature

THE YALE AND TOWNE Mfg. Co. has issued a revised edition of a 24-page booklet, "The How book of cost-cutting materials handling." Prepared under the guidance of Dr. V. S. Karabasz, professor of industrial management, University of Pennsylvania, the attractive, illustrated booklet offers many suggestions and methods for improving materials handling operations.

Circle 226 on Readers' Service Card

"USE OF RECORDING and transcribing equipment in loading delivery trucks of produce wholesalers" is a booklet issued by the Department of Agriculture describing tests made using such equipment to improve the efficiency of loading operations.

Circle 227 on Readers' Service Card

THE ANGLO-AMERICAN Council on Productivity has issued a report, "Freight Handling," which gives an account of a visit of a British specialist team to the U. S. The book deals with the results of their observations of American practices and policies in this field.

Circle 228 on Readers' Service Card

A USEFUL BOOKLET, "Directory of federal government defense agencies in Chicago and Washington," has been issued by the Chicago Assn. of Commerce and Industry. The manual lists 48 offices of 35 different defense agencies, including names, titles, addresses, and telephone numbers of principal officials.

Circle 229 on Readers' Service Card

REPORT 242 is another in a series of case study reports published by the Baker-RauLang Co. designed to aid industry in solving material handling problems. Using action photos and captions, this report shows how a southern company cut its overall labor costs by 36 percent.

Circle 230 on Readers' Service Card

THE MOTOR TRUCK Association of Southern California has published "Motor Carrier Packaging and Inspection," a handy, informative manual which presents much information about basic packaging, and about making inspection reports. The booklet is simply written, easy-to-read, and enlivened by humorous cartoon illustrations.

Circle 231 on Readers' Service Card

A GOVERNMENT MANUAL "Military Standard Materials Handling Equipment" has been issued. The booklet, MIL-STD-137, gives equipment specifications approved by the Army, Navy and Air Force.

Circle 232 on Readers' Service Card

THE PAYLOADER tractor-shovel Model HY is described in a new catalogue issued by the Hough Co. Action views show how the machine serves in construction and public works field and solves material handling problems in many industries.

Circle 233 on Readers' Service Card

THE MANY USES of Clark equipment are dealt with in "How the Products of Clark Serve Industry," published by the Clark Equipment Co. A 32-page colored booklet, with many illustrations, the manual includes, in addition to much information about Clark products, a useful list of Clark U. S. and Canadian dealer organizations.

Circle 234 on Readers' Service Card

A POCKET-SIZE BOOKLET, "Basic Facts About Materials Handling," has been published by Clark Equipment Co. It deals with efficient handling of raw and finished materials, storage, and the latest equipment in the materials handling field.

Circle 235 on Readers' Service Card

HOW A CASTING company reduced its overall handling costs 60 percent is the theme of Job Study No. 108, an illustrated report with on-the-job photos of various handling operations published by Towmotor Corp.

Circle 236 on Readers' Service Card

A NEW condensed general catalogue has been published by the Elwell-Parker Electric Co. The 12-page, two-color brochure is divided into four sections covering high-lift and low-lift platform trucks, fork trucks and mobile cranes, listing capacities and dimensions on each class of equipment made by the company.

Circle 237 on Readers' Service Card

A GRAPHIC ACCOUNT of the use of cranes in material handling operations is given in the colored, illustrated "Cleveland Crane Graphic" published by the Cleveland Crane & Engineering Co. Many photos of actual operations show the effectiveness of cranes in handling various industrial problems.

Circle 238 on Readers' Service Card

### Books . . .

A 250-PAGE BOOK, "Transportation Directory," listing over 2000 Kansas City transportation enterprises is available from the Kansas City, Missouri, transportation club. The directory also names the key personnel of most companies. \$1.00.

The dock has unloading space for 15 trucks. At the diagonally opposite northeast corner of the warehouse, is a larger under-cover loading dock which will accommodate 25 outgoing motor-freight units. Records kept by traffic manager Knees indicates that during the previous two years the warehouse has used the services of more than 300 different motor freight lines. A large part of this shipping is within the 300-mile "over-night" shipping zone from Chicago.

Since most of the warehouse handling is mechanical, power equipment is of primary importance. Of supplemental importance are the 20,000 wood pallets, (all warehouse stock is palletized). Mechanical power equipment includes the following electrically powered units: 12 fork trucks; three electric tractors; three hand pallet trucks for unloading trucks or cars; one hand pallet truck for filling orders for heavy merchandise; one crane for moving freight cars and picking up cross-over bridges. In addition, there is a total of 1,000 four-wheel platform trucks. These mobile units are supplemented by two long trolley conveyors and two long belt conveyors.

All incoming goods, as they are unloaded from freight cars or motor trucks, are immediately placed on one of two standard-size pallets, either 36 x 36 inches or 36 x 48 inches. A modification, used for irregular shaped items or those otherwise hard to stock, is the addition at each side of the pallet of a strong easily placed steel tubular frame set into the pallet base; and held together at the top by a wood half pallet, on which a second load may be placed.

All stock, both full package and bin, is laid out on the warehouse floor by departments in accordance with a 20-letter numbering system which we have devised and strictly follow. No attention is paid to factory classifications or numbers. This simplified stock division and numbering system enables an employee to be quickly transferred from one department to another; and with this limited scope of stock to handle, he does not need a prolonged "breaking-in" period.

When an order has been processed in the office, it is sent to the open package goods section of the warehouse where it is given to the order clerk first concerned with its filling; and from his department he assembles the different items on a three-tier, steel truck. When he has completed his part of the order, the truck is attached to a 1,200-ft. overhead trolley conveyor that circles all departments of the open package merchandise, and finally on to the packing room. At the packing room, the truck is disconnected and the items checked as packed.

When this has been completed, the order is given to a checker who checks all of the packages on a packing ticket which shows the items which have been packed. He then places the assembled boxes, with the checked order, on a conveyor that is over 500 ft. long and which takes them to the center of the warehouse where the overhead trolley past the original packages starts.

Here the boxes are weighed, and the weight is shown opposite the different items that are packed. These boxes then are placed on a warehouse truck, and on the front of this truck are placed tickets to indicate departments from which original package stock must be added.

The truck then is connected to a 1,700-foot trolley conveyor which circles all of the original package stock. At each such department, the required items are labeled and placed on the truck. After the truck has made the complete circle, the order of goods arrives in the shipping department as one unit; and the order may require one, two, or three trolley conveyor trucks, depending on its size.

The stock order and classification sheets are sent to the receipt writing department, where the original order is attached and then sent back to the office for pricing and billing. The shipping receipt is written from the classification tags. After the completion of the receipt, it is sent to the shipping department where the merchandise is checked and delivered to the truck line.

## Making Two Do Instead of One

Here is a case where a little thought solved a handling problem in a simple but effective way

WHEN it became necessary to handle and store the 8-foot long fluorescent lamps made by Sylvania Electric Products, Inc., at Danvers, Mass., it looked as though special equipment would have to be used. However, the ingenuity of company engineers solved this particular handling problem in an interesting way and without the use of any special equipment. The lamps are stored on two of the company's standard 48" by 48" pallets placed side by side, with anywhere from 40 to 72 cartons constituting a load. A fork truck moved its forks into adjoining openings in the two pallets, and they are lifted as a unit. Although the "lift" is off-center, the weight of the load prevents the pallets from buckling in the middle.

When the company erected a new warehouse at its Danvers plant, it was able to utilize fully approximately twice the cubic footage formerly available in three outside warehouses. It did this by installing high-tiering, powered industrial fork trucks. Furthermore, the labor force assigned to material handling and warehousing operations was reduced by about 40 percent. The firm's products, fluorescent lamps and sign tubing, involve the storing and handling of some 20 different types and weights of glass in incoming and shipping operations.

To facilitate the handling and storage operations, a fleet of nine powered industrial trucks are used. Three are rider-type fork trucks, each capable of han-



Two pallets lifted side by side

dling a 2000-lb. load, and of tiering to a height of nine feet. The other six trucks are the hand-led type, three pallet handling and three pallet stacking models.

Use is made of steel racks for storage of pallet loads. Sign tubing is the principal item stored on the racks since it is too heavy to permit pallet loads being stacked on one another. Considerable savings are expected from a move to enlarge this rack system to allow better storage of partial pallet loads in the order filling area. This will allow installation of a perpetual inventory system, and enable pallet loads to be moved from the floor out of the way, vertically.

Transfer of raw material into the production process, and of the finished product to the outbound section of the warehouse is done by means of a conveyor. The belt rises to ceiling height and moves through a covered passageway across the yard to the production department. Then, the finished product is returned at the opposite end of the belt.

Circle 258 on Readers' Service Card

## What is Quality Control

(Continued from page 27)

specific requirements must be set forth. In effect, this means that specifications for packaging materials must be established, just as they are for the products being manufactured.

In terms of corrugated fibreboard boxes, it is *not* sufficient on purchase orders to indicate only the quantity, inside dimensions, and certificate grade (Mullen test, or bursting strength).

Within the confines of the container material mentioned, it is possible to obtain vastly different performances with respect to compression strength (stacking ability), durability, cushioning properties, retention characteristics, etc. Similarly, variations in nailing procedures (size and spacing), thickness and grouping of lumber, etc., can materially influence the properties of nailed wood boxes. Likewise, the gauge; number of wires and fastenings for wire-bound boxes; the efficiency of the juncture between head and side walls of drums; the tearing and

tensile strength, composition, etc., of folding cartons (to mention but a few key properties of different packaging media) can profoundly affect shipping experience.

The most obvious advantage of such specifications is that both the supplier of packing materials and the purchaser have a common ground. Adequate requirements will cover all necessary details.

The requirements naturally will be different for the various types of containers. If corrugated fibreboard boxes are used again as an example, the specifications might reasonably outline, in addition to the requirements previously mentioned, the style of container, the kind of facings, the type of corrugating medium and flute, and the construction of the manufacturer's joint. Furthermore, reasonable expectancies should be included with respect to puncture resistance (Beach), flat crush resistance, efficiency of printing, and last, but by no means least,

the compression strength.

In line with the adage that "the squeaking wheel gets the grease," it has repeatedly been proven that issuance of comprehensive packaging material specifications has in itself improved the quality of packaging supplies. The mere fact that the purchaser is aware of potential variations in quality tends to assure that his incoming shipments will have the suppliers' best attention.

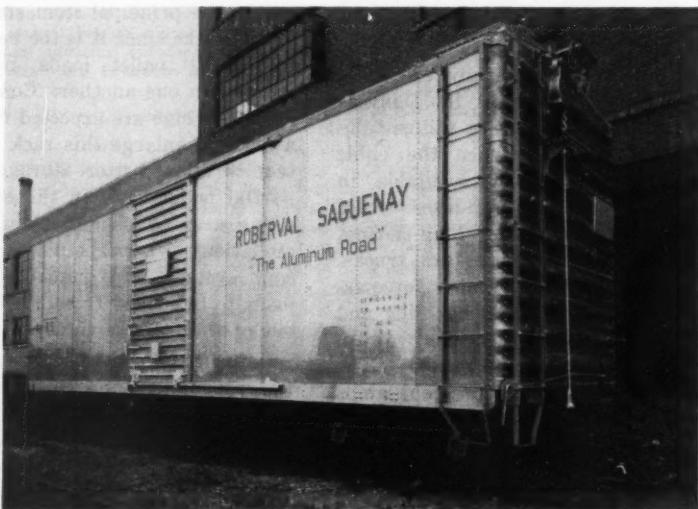
In addition, the availability of detailed written specifications permits competent inspection of packaging materials by personnel with relatively unelaborate indoctrination.

Since experience has shown that drilling on fundamentals is seldom wasted, it is pertinent to cite the usual precautions that container specifications must be correlated with carrier regulations, protection requirements, shipment and storing hazards and production and materials handling facilities. Also, they must reflect the requirements of departments within the shipper's organization which are allied with traffic and must be integrated with the production facilities of the average packaging materials supplier. For example, a given packaging problem might theoretically call for .140 inch solid fibreboard; but, especially if the quantity is small,  $\frac{1}{4}$ -inch plywood might well be reasonably specified because of economies inherent in small runs.

Activities connected with packaging materials specifications should be co-ordinated closely with the policies of the purchasing department, since personnel in this division must necessarily implement the development work already performed. Healthy relationships between supplier and user should not be disturbed by arbitrary specifications. Contrariwise, many cases have been noted where the purchasing department has not fully realized the importance of strict adherence to packaging requirements and has thus nullified productive efforts.

How do these specifications pay off, and how shall they be policed? Take the case of the food producer mentioned in the introduc-

### Reducing Plan for Freight cars



There are 11,028 lbs. missing in the above picture, that is the difference in weight between a steel box car and this one of aluminum owned by the Roberval & Saguenay Railway. Of 50-ton capacity, these cars are running a daily

schedule, carrying aluminum from the east and bringing back wheat into Montreal. The cars are believed to be the lightest of their size and capacity yet to be constructed, with the ruggedness equal to standard cars in use

Circle 259 on Readers' Service Card

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tion. Several carloads of corrugated fibreboard containers were ordered, received, packed, and shipped each month. Quotations and subsequent purchases for these boxes were made on the basis of quantity, style, Mullen test and size only. The boxmaker's certificate was accepted as evidence of compliance. No damage complaints were received and the overall shipping record was excellent.

The containers were supplied by several different manufacturers, and not all were of the same quality. But since all boxes were proving satisfactory, the first step in the program entailed studying all containers received for a one-month period. Specifications were then established on the basis of the performance of the poorest lots. Inspection and control procedures were established to assure that all purchases against the new specifications met the minimum requirements, which included Mullen, flat crush, Beach puncture, basis weight, printing efficiency tests as well as a check on good manufacturing practices. Periodic compression tests on sealed empty containers were also conducted.

As a result of this program, the certificate grade of the container originally specified was reduced, and a special lower test combination of facings substituted.

Satisfactory shipping performance is being maintained, and very substantial savings have accrued. These savings are large when compared to the expense incurred in conducting the entire project. As a matter of fact, numerous studies have indicated that quality control investments (amounting to the same percentage of the value of the items being studied) will frequently pay greater dividends when applied to packaging materials than when applied to the merchandise being shipped! This, of course, is no reason to curtail one inspection program in favor of the other, but it highlights the need for instituting sound business practices with respect to the "necessary evil" of packaging.

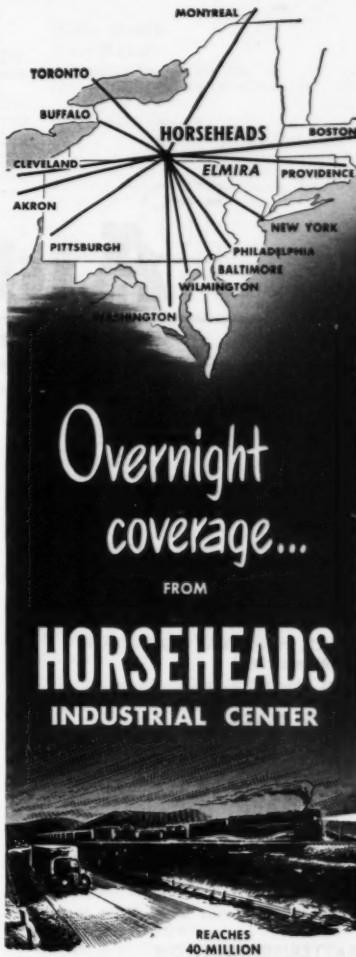
Quality control applied to packaging materials can range from

simple to elaborate programs depending upon particular circumstances. In all instances, however, the opening steps are the same. Incoming shipments should be checked as carefully for compliance with the basic specification (such as size, style, grain direction, etc.) as for obvious manufacturing deficiencies — such as, insufficient nailing on wood cases, short tapes on the manufacturer's joint of corrugated fibreboard boxes, or torn creases on folding cartons.

This action can be taken by inspection in the receiving department. If the volume of purchases warrants it, procurement of a few devices, such as a Mullen tester and tearing tester for evaluating fibreboard materials, may be in order. Finally, the services of qualified testing laboratories can be engaged for comprehensive evaluation on a selective sampling basis. Depending upon the nature of the packaging media, the merchandise shipped therein and the traffic problems, the latter services might include, in addition to detailed checking of the physical properties of the materials, evaluation of performance by means of a compression tester, revolving drum, vibration tester, and controlled drop tester.

Two case histories prove the efficacy of packaging quality control. A large supplier of lubricants was consistently receiving corrugated fibreboard boxes of 275-lb. Mullen grade although the company was specifying and paying for boxes of 350-lb. Mullen grade. Back-checking after quality control was instituted proved this point. Another shipper of electronic apparatus realized very substantial savings in labor and improved performance by initiating sound quality control practices on its lumber purchases. Specifically, delivery of non-specified species of wood and of lumber with excessive moisture content and poor quality was halted.

Efficiency in industry generally is reaching its peak, but in packaging there remains a large broad area for improvement. Why not explore this area?



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- Hyster Company—Circle No. 79
- Mobilift Corporation—Circle No. 80
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- Yale & Towne Mfg. Co.—Circle No. 96

## HOLDUP ALARMS

- American District Telegraph Co.—Circle No. 97

**D.A.—Send more information on items from your November, 1951 issue circled below.**

1	16	31	46	61	76	91	106	121	136	151	166	181	196	211	226	241	256	271	286
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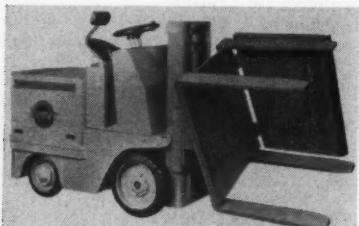
Yale &amp; Towne Mfg. Co.—Circle No. 216

# DA NEW Products

FOR FURTHER INFORMATION USE READERS' SERVICE

## **Give Loads a Turn**

The Baker-Raulang Co. has developed a new load-inverted attachment which can be installed on any Baker 3000 or 4000 lbs. capacity fork truck. The attachment provides a method of inverting unit loads quickly without removing them from their pallets. It consists of a revolving head and a set of top-and-bottom forks, with a plywood backstop and side retaining board. To invert a load, the operator moves in the truck with the attachment positioned so that the



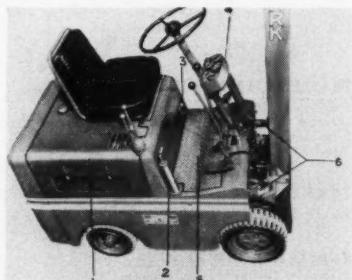
plywood retainer is vertical, with an empty pallet carried on the top forks. After lifting the load out of its storage spot, the operator turns it 180 degrees, using the revolving head. The load is kept in position by the retaining board. On completing the turn, the inverted load settles on the empty pallet and is put back into storage.

**Circle 239 on Readers' Service Card**

## **Redesigned Clipper**

Louvers which expose the engine compartment for simple adjustments (1), a new pull-type parking brake replacing the hand brake (2), recessed gas cap (3), and an instrument panel on the steering

column for full visibility from the driver's seat (4)—these are among the features of the new Clark Gas Clipper, made by the Clark Equipment Co. Redesigned for faster,

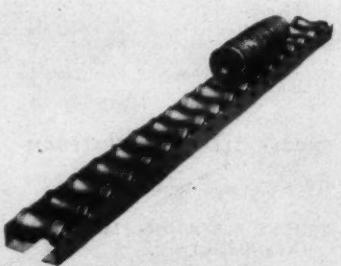


easier maintenance, the clipper has a one-piece floor board which provides quick accessibility to the engine (5), and double tilt cylinders for better upright stability and more positive control of tilt (6).

**Circle 240 on Readers' Service Card**

## **Concave Roller**

A new type of concave roller conveyor, designed for handling all kinds of cylindrical objects, such as shells, has been announced by the



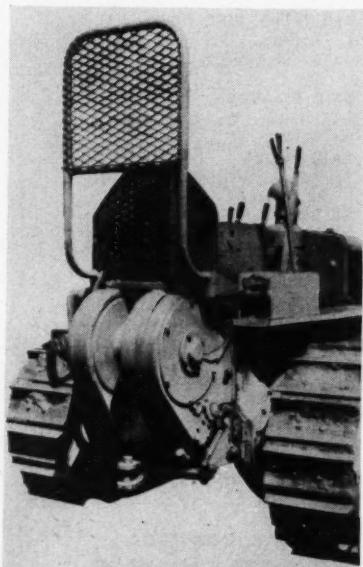
Alvey-Ferguson Co. The new A-F Concave Roller Conveyor keeps the objects in the center of the con-

veyor line, and prevents them from slipping to the side or sliding off the conveyor. For handling most cylindrical objects the guard rail is unnecessary, a feature which makes it easier to lift goods on and off the conveyor. The rollers can be obtained for ordinary or heavy-duty work, and can be furnished with rubber covering to prevent scratching.

**Circle 241 on Readers' Service Card**

## **A New Tractor Winch**

The Hyster Co. has developed the new D4 HySpeed winch designed to satisfy demands for a light-weight, free-spooling tractor



winch with fast line speeds, and quick positive brake action. The new winch can be mounted on either seat or fender tank type

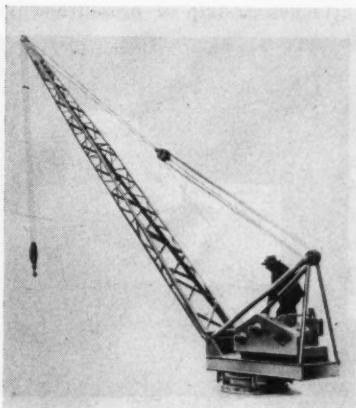
## CARD . . . .

"Caterpillar" D4 tractors. Lifting pulling, crane work, and light pile driving are some of the jobs this winch can perform. An important application is its use in the new Hyster developed method of forming and transporting bundles of pulpwood logs.

Circle 242 on Readers' Service Card

### Lowering the Boom

A self-contained, full-revolving steel derrick, available with gasoline or electric power, has been added to Clyde Iron Works' line of



equipment. With a short tail swing of but 5' 6", and requiring no stiff-legs or guy lines, the derrick occupies a minimum space and can be set up and operated in congested areas. The rotating structure which supports the boom and boom supporting members also supports the hoisting machinery, helping to provide counterweight for additional stability when swinging loads. Boom lengths of 20, 30 or 40 feet

are available with load capacities from 2000 lbs. at 40 ft. radius to 10,000 lbs. at 10 ft. radius.

Circle 243 on Readers' Service Card

### Truck Uses Its Head

Maximum efficiency in handling loads in a minimum of aisle space —this is the important feature of Lewis Shepard's New 1000-lb. capacity Counterbalanced Jack-Stacker. This "Walkie" electric truck designed for both horizontal and vertical movement of 1000-lb. loads up to 48" long is only 46½" in overall length, with the forks rotated into a special carrying position. All operating controls are located in the handle head within easy reach of the operator. The brakes are designed so that braking action is completely indepen-



dent of the position of the control handle, a feature which reduces aisle space requirements and is important to safety. The use of sealed ball bearing and self-lubricating bronze bushings eliminates all need for periodic lubrication.

Circle 244 on Readers' Service Card

### Challenges Load Breakage

Strength and unusual resistance to shock-load breakage are gained by features of the "Challenger," a spur-gear hoist made by the Coffin Hoist Co. The hoist has formed steel plate in the housing in place of cast aluminum alloy. The back plate is laminated to give extra rigidity for supporting the hoist mechanism. The Challenger may

be disassembled in a few minutes with a few simple tools, as part of its ease of servicing design. The entire unit, including standard



length of high-strength coil chain for an 8 feet lift, weighs only 39½ lbs. and can easily be moved from one place to another.

Circle 245 on Readers' Service Card

### For Safer Packaging

Three types of packaging materials, absorbent, partially absorbent, and non-absorbent, introduced by the Wood Conversion Company, comply with federal specifications for cellulosic cushioning materials as Type I, II and III. Type I, it is said, can absorb more than 16 times its weight in water, making it suitable for packaging liquids. Type II, partially absorbent, is used for cushioning and packaging furniture, glassware and other breakables. Type III, water resistant, serves as a packaging for delicate instruments, steel parts, and all types of engines.

Circle 246 on Readers' Service Card

### It Bridges the Gap

A metal sill to bridge the gap between elevators and floors of buildings has just been patented by the Alexander Sill Co. According to



# DA NEW Products

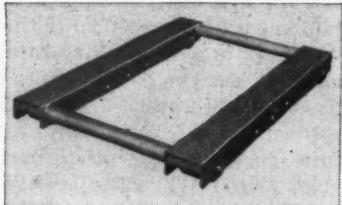
*Continued from previous page*

the manufacturer, these sills fit just about any kind of freight elevator. The new Model E, equipped with two electric interlocks, becomes a part of the elevator and gives sill protection on every floor where elevator stops. When sill is down, the elevator is locked and can move only when sill has been closed. When closed, it is in an upright position and acts as a protective gate to prevent trucks and carts from rolling off while elevator is in motion.

Circle 247 on Readers' Service Card

### Carries a Ton

This strong, light-weight pallet dolly, designed especially for freight loading and unloading operations, carries a ton yet weighs only 36 lbs. Made by the Samuel Olsen Manufacturing Co., the dolly



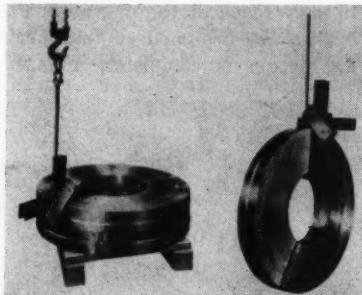
can easily be moved from dock to truck and adds little weight when kept in the truck. The channel side frames are formed of sheet steel and welded to the round cross members, which themselves serve as convenient handles. The steel rollers have grease seal type ball bearings on a heavy hexagonal shaft.

Circle 248 on Readers' Service Card

### Gives Coil a Lift

One operator using the new Dixon Coil Grab made by the Dixon Research, Inc., can lift a coil from a pallet up to a vertical position in one easy motion. A prong tapered to fit between the

coils, in the space made by the coil bands, is positioned while the opposite jaw is placed in the center of the coil. As the crane lifts, the Dixon Grab automatically adjusts



to the coil size and the tapered prong slides between the coils. As the coil lifts, the Grab turns to allow the coil to move to a vertical position, locked by its own weight. The Dixon Grab handles coils up to 2000 lbs., and larger sizes are available on special order.

Circle 249 on Readers' Service Card

### Easy to Handle

The Tobey Flexi-Truck (Model 130) can be towed at from 25 to 30 miles per hour over the roughest terrain, and its construction is



such that all four wheels always remain in contact with the ground. Made by the Tobey Manufacturing Co., the truck has sturdy, light-weight aluminum gates on each side which swing upward and allow for easy loading and unloading.

Its light weight means easy handling. It is equipped with aluminum wheels and casters. Permanently greased and sealed bearings are used throughout. The truck requires no painting or maintenance.

Circle 250 on Readers' Service Card

### Adjusts Itself to Work

Here is a new self-adjusting sling, called the Adjust-A-Leg Equalizing Sling, made by the Caldwell Co. The sling consists of an equalizing unit and a wire rope sling. The equalizing unit is placed on the crane hook and the operator moves the crane to the approximate center of gravity. The riggers hook the sling legs to the load. As the crane lifts, the legs, turning on a sheave, adjust themselves to the proper lengths. The weight, as the load lifts, locks the legs in place and the load is carried level. If load is to lift at a given angle, the operator judges the approximate weight proportion and moves his crane hook accordingly.

Circle 251 on Readers' Service Card

### Dispenses With Waste

Here is an automatic tape dispenser which its makers, the Trip-A-Tape Corp., say feeds, cuts and attaches a strip of pressure-sensi-

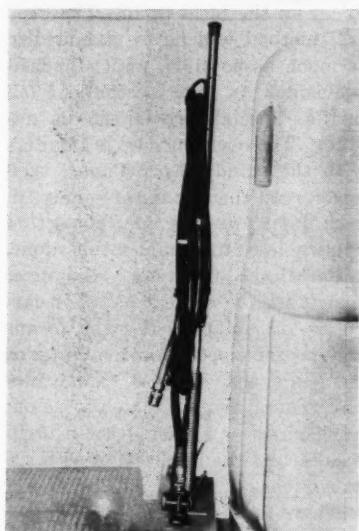


tive tape to any surface, including glass, in a single motion, saving time and labor. A squeeze of the trigger dispenses, cuts and attaches a strip of tape 1 in. long by 3 3/4 in. wide. For longer strips, half-pressure squeezes will deliver them. Lightweight and easy to load, the tape dispenser is of all-steel construction with hollow-ground cutting edge requiring no sharpening. Tape rolls can be bought separately.

Circle 252 on Readers' Service Card

## In Charge of Hoses

Hose Tenna, a new product made by the Vari-Products Co., renders real service in tractor-trailer operations, according to the company. It is a metal column attached to a crossbar behind the tractor cab. It stands erect and holds up air and



brake hoses, and electric cables, taking charge of them, keeping them away from the cab at all times. The attachment holds the hoses when not coupled to the trailer. It flexes to allow hoses to follow the arc of the trailer.

Circle 253 on Readers' Service Card

## Deflect Loading Worries

The new deflector now made by the Wilkie Co. transforms truck or box car loading into more nearly an automatic operation. Attached to the platform end of the Wilkie telescoping portable conveyor, the deflector automatically guides car-



tons off the permanent belt conveyor and shunts them, at 90 degrees, onto a portable conveyor extending into truck or car.

Circle 254 on Readers' Service Card

## Fast Handling—Fast Freight

(Continued from page 23)

dock door. The checker or loaders may carry on discussions with the office, even taking the microphone-speaker unit into a trailer by means of a long extension cord.

In the company's old terminal, handling operations were entirely by hand. The present terminal was designed for mechanized materials handling. Four Towmotor fork trucks handle 70 to 80 percent of the 5,000,000 lbs. per week moved in and out of the building. The remaining 20 to 30 percent is made up of small, mixed shipments which are considered uneconomic to handle by fork truck.

The savings in time and cost resulting from mechanized handling may be revealed by comparing hand and fork truck unloading operations. A hand crew consists of a checker, a caller (or breaker) who picks up the items wanted by the checker, three men with two-wheel hand trucks, and a stacker to pile the goods without

pallets. These six men can unload an average trailer in 1½ hours, at 2400 to 2500 lbs. per man-hour. At the terminal, they have found that Towmotor fork trucks are at their most efficient when working five trailers at once and work is customarily organized that way. Unloading five trailers requires a checker, two fork truck operators, five breakers (one per trailer), and a stacker. These nine men and two fork trucks can unload five trailers in 2½ hours, as compared to 6½ hours for a hand crew. This saving in time also means a weekly saving in payroll of \$500.

The runs for fork trucks vary widely from 30 feet to 300 feet. Weights are 500 to 800 lbs., seldom rising to the 2300-lb. limit. The Towmotor fork trucks are so integral a part of the operations that they are in use 19 out of the 21-hour working day. Mechanized materials handling has more than paid its way.

## Packaging on Parade

(Continued from page 24)

various papers presented during this session had limited interest as far as work-a-day handling problems were concerned, they did show the tremendous progress efficient handling had made in a big chunk of American industry.

The paper presented by Howard Anderson, superintendent of Cadillac's material control division, brought out the very interesting point that a brief, basic educational program on materials handling carried out among plant supervisors resulted in tremendous increases in efficiency. In other words, Cadillac plants had the handling equipment and knowledge, but until these two were brought to the supervisors' attention, both were lying fallow, unused.

Charles W. Smith of the management consulting firm, McKinsey & Co., New York, spoke on "top management's approach to packaging and materials handling problems." After sketching the benefits which

accrue from a well-organized handling-packaging setup, he went on to make this recommendation: Put a responsible (top management) executive in charge of the entire program. He was strongly in favor of integrating these two phases of distribution (packaging and materials handling) so that they could be satisfactorily supervised at the top levels of management. He did not, however, specify what executive should take final charge of the program.

Again this year the "National Protective Packaging and Materials Handling Competition" was held during the exposition. Winner of first prize in the solid fibre box classification was an entry by W. E. Christopherson, Douglas Aircraft Co., for a container designed for fire prevention kits. First prize in the materials handling class of entries, was won by R. F. Sanford, A&R Lettuce Co., Salinas, Calif.

## Strap Down Your Shipping Costs

### The proper use of steel strapping in shipping packages can cut down both damage and expense

ANYONE who has trouble preparing packages and boxes for shipment will welcome these tips on the use of steel strapping, which can increase greatly the resistance of containers to damage during shipment. In addition to strengthening the containers, strapping reduces the possibility of loss of contents.

For small light boxes a single strap may be adequate reinforcement. But for larger rectangular containers, two girthwise straps placed about  $\frac{1}{6}$  the length of the box from either end (see A) are necessary. If these straps are more than two feet apart, an additional strap may be required.

On large square or nearly square boxes two cross straps should be used, around the middle of the container at right angles to one another (see B).

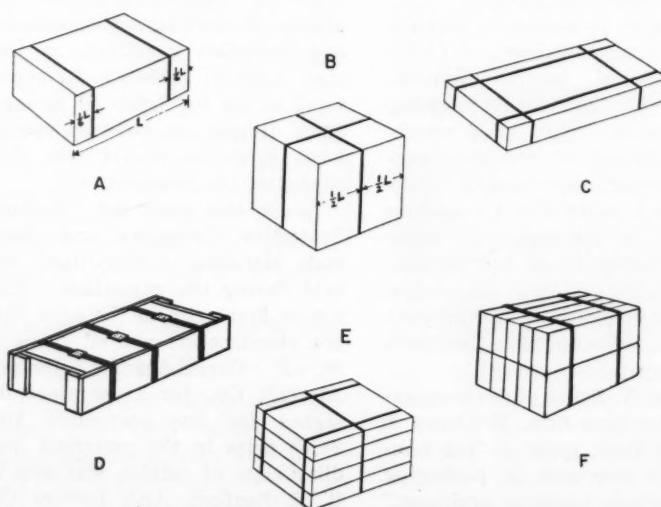
Long narrow boxes generally require more than two straps. Both length-wise and girthwise straps are usually used (see C), the lengthwise straps being put

on first. Girthwise straps should not be more than two feet apart.

Strapping applied to fiber containers should be tensioned so that it is flush with the box at all points, but not tight enough to buckle the box or depress the corners. With wooden containers, the strapping should be applied immediately before shipment to avoid loosening that may result from shrinkage of the wood (see D).

Small light-weight containers to be shipped long distances should be bundled together (see E). This provides for protection, ease of handling, and takes advantage of lower shipping rates.

Light packages intended for shipment by express should be bundled into 10-lb. units rather than shipped singly. This can slash express costs since the charge is for the unit rather than for individual packages. For example, 10 one-lb. units properly bundled and strapped can be shipped for the cost of one 10-lb. package (see F).



Circle 255 on Readers' Service Card

## Tariff Simplification

(Continued from page 28)

the group plans to start with the basic assumption that there are now no tariffs in existence and then to see what rules have to be changed to set up the ideal tariff. The general method will be to standardize as much as possible, with standard provisions in one section of all tariffs, special provisions in another. The user, once he is familiar with the standard provisions, need never read them, but refer only, in each tariff, to the special section applicable to that publication alone.

Certainly, everyone recognizes that it will be a great gain for carriers and shippers if some means can be developed for avoiding or reducing the expense, annoyance and general trouble which arise out of disputes as to just what a tariff means, and the application of tariff provisions.

There is no excuse for conditions which give rise to controversies to continue any longer. But a large part of the success of this research group will depend on the cooperation from tariff users. Chairman Baxter has specifically asked for suggestions from all users of tariffs. The group's office is in the Transportation Building, Washington, D. C. They want to hear from you. Let them have your ideas.

## OBITUARIES

**Dickens S. Adams**, president of the Adams Transfer and Storage Co., Kansas City, Mo. On Sept. 9, in Kansas City, at the age of 65, after a two-year illness. Mr. Adams was the 18th president of the American Warehousemen's Assn. His career included work as a civil engineer abroad, and distinguished service as an army officer in both World War I and II, during which he received citations and awards for his contributions. Joining his father's warehousing business just after World War I, he rose to a position of prominence in the industry. In addition to his business activities, Mr. Adams was active in civic affairs.

**George W. Shannon**, formerly a director and vice-president of Robert Gair Co., Inc., New York City. On Sept. 25, in Brooklyn, N. Y., at the age of 80.

**B. H. Taylor**, traffic director of Glass Container Manufacturers Institute, New York City. On Sept. 10.

**James M. Wilson**, former traffic manager of the U. S. Rubber Reclaiming Co., Inc. On Sept. 22, in Buffalo, N. Y., after an extended illness.



**Legal Consultant**

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### TRANSPORTATION

#### Things You Can Do

YOU CAN always collect the legal freight charges due on shipped goods, irrespective of errors, mistakes or even contracts which you make with a shipper to transport the merchandise at rates less than legal rates.

This statement will answer a legal question as follows: "If a carrier, through error or intentionally, by agreement transports merchandise for less than lawful rates, can the carrier recover the balance due? If so, who must the carrier sue, the shipper or consignee?"

The answer to the last question is: The consignee is the liable party. This is so because the courts hold that a consignee cannot accept delivery of shipped merchandise without incurring liability for the carrier's charges, known or unknown, supposed to be prepaid or otherwise. If by the shipper's omission or error, the consignee is made liable for a charge which as between him and the shipper should not be borne by him, his recourse is on the shipper. In other words, the carrier is not bound by private rights in the transaction, whether known or unknown to it, nor by any mistake or misrepresentation occurring, but under the law may look for payment to the consignee who accepts the goods.

For example, in *Southern Pacific Company v. Wheaton Brass Works*, 76 Atl. (2d) 891, it was shown a shipper delivered to a carrier a shipment marked "Iron and Steel." The shipment actually consisted of iron and steel pipe with fittings and brass valves. The shipper prepaid the charges of \$1,082.42 on the basis of tariffs and schedules of the Interstate Commerce Commission applicable to shipments of iron and steel. The consignee received from the seller an invoice for the price of the goods which indicated that the shipping charges had been prepaid. Approximately 18 months after the acceptance of delivery by the consignee, and after substantially all of the goods had been resold, a representative of the carrier discussed the shipment with the consignee and, upon being apprised of the nature of the goods, informed him that the goods had been improperly classified by the shipper, as a result

of which additional freight charges were due. The consignee informed this representative that any unpaid freight charges would have to be collected from the shipper, as under the contract with the shipper, the latter was liable therefor. The carrier made no effort to collect the balance of the shipping charges from the shipper, but sued the consignee for several hundred dollars, the difference between the legal freight rate on "iron and steel" and "pipe fittings." In holding the consignee liable, the higher court said:

"The shipper, the carrier, and the consignee are all agents and trustees for the public, and no complications arising out of the agreements between them, or shuffling, should defeat the purpose of the act requiring the full and exact payment of the freight as fixed by the filed, posted, and published tariff."

#### Things You Can't Do

YOU CAN'T depend upon verbal promises made by a state's tax commission. Neither a state, county, or city is responsible for *ultra vires* contracts, promises, or statements made by an official.

In *Lewis Co. v. Utah State Tax Commission*, 218 Pac. (2d) 1074, Utah, it developed that the officials of a common carrier were verbally assured by members of the state tax commission that its operation would not be taxed. Later, a suit was filed against the carrier to recover a tax.

The higher court held that the verbal promise made by the officers of the tax commission was void.

### MARKETING

#### Things You Can Do

YOU CAN withdraw from any contract, particularly a sale contract, before the other party accepts your offer.

For example, in *New Orleans Corporation v. Smith*, 172 Fed. (2d) 30, a purchaser submitted a bid on a boat. Before the purchaser's bid was accepted the seller rescinded his offer to sell the boat.

In subsequent litigation the higher court held that the purchaser could not compel the seller to sell the boat since the purchaser's offer was not

accepted by the seller before the seller withdrew his offer, and hence no valid contract existed. The court said:

"Appellant's (company's) bid was of course an offer. Acceptance of an offer involves not only a decision to accept it but notification to the offeror."

Another important point of law is that an offer must be *unconditionally* accepted, or no valid contract exists.

YOU CAN avoid responsibility on a contract which the other party breached. And you may recover special damages.

Modern higher courts consistently hold that a seller who misrepresents equipment or merchandise should be heavily penalized, in addition to the purchaser having the legal right to rescind the contract.

For example, in *Pappas Company v. Roberts*, 35 So. (2d) 156, a man named Roberts purchased a machine. He became dissatisfied for the reason that a larger machine would better suit his needs. He contacted the seller and made a trade for a larger machine. Roberts gave his check to the seller for \$175.00 as difference. Later Roberts discovered that the seller had breached the contract on the last machine. Therefore, he stopped payment on the \$175 check.

In subsequent litigation the higher court held that the seller must pay Roberts \$325.00 and could not recover payment of the \$175 check. Hence, the seller was penalized \$500.00.

#### Things You Can't Do

YOU CAN'T repossess merchandise on which you have forfeited your lien.

Recently a higher court held that if a seller gives to an installment purchaser a title or certificate without a lien notation and also gives him possession of the merchandise such dealer forfeits his legal right to regain possession of the merchandise if the purchaser sells it. This same rule of law is applicable to a finance company who receives assignment of the purchaser's contract and notes.

In *General Motors Acceptance Corp. v. Davis*, 218 Pac. (2d) 181 Kan., it was shown that a dealer in used cars purchased a motor vehicle from the Hope Motor Co. under a conditional sales contract which was on the same day assigned to the General Motors Acceptance Corp. When Gray purchased the motor vehicle from Hope,

he received immediate possession of it and a certificate of title thereto, but no lien was shown on the certificate of title.

Two weeks later, Gray sold the motor vehicle to one Davis, who shortly thereafter sold it to Richey, retaining the proceeds of the sale for his own use.

The General Motors Acceptance Corp. sued Davis for conversion of the motor vehicle and damages for the amount due under the conditional sales contract.

The higher court held that Hope, having given Gray possession of the motor vehicle and indicia of ownership free and clear of any lien or encumbrance, the General Motors Acceptance Corp. could not recover possession of the automobile from any innocent buyer who purchased the car from Gray, or persons who took legal title after Gray. The court said:

"In the case before us Hope not only delivered the automobile to Gray but caused to be issued and delivered to Gray a certificate of title which made no mention of any lien reserved or encumbrance thereon."

## WAREHOUSING

### Things You Can't Do

YOU CAN'T be held liable as a common carrier for loss of merchandise placed in storage. The higher courts hold that common carriers having warehouses for storing goods shall be liable as warehousemen. It is also well settled that a warehouseman is charged with exercising "ordinary care" for the protection and preservation of goods stored with him, whereas a common carrier is practically an insurer against loss, damage, or destruction of goods. In other words, where a carrier accepts goods for storage, his liability is exactly the same as that of a warehouseman, and no liability is likely unless testimony shows negligence.

In *Farmers Gin Co. v. Texas*, 232 So. (2d) 890, Tex., a shipper sued a carrier for damages when fire destroyed 23 bales of cotton which were stored on a carrier's platform.

The shipper contended that the carrier was liable because he had delivered the cotton to the platform. Thus, said the shipper, the carrier had the responsibility of exercising ordinary care to protect the cotton. He further argued that the carrier had failed to discharge his duty and that his negligence was a proximate cause of the loss and damage.

During the trial it was shown that for three years the shipper had been delivering merchandise to the cotton platform of the carrier and storing it there. Also, that after delivery, the carrier exercised dominion and control over it, moving it about at will and loading it at its own expense into cars for shipment.

Further evidence showed that the platform had no fire protection and that the carrier had failed to provide a watchman to patrol its storage facilities.

The higher court held that "without attempting here to set forth the supporting circumstances, it must suffice to say that in our opinion the evidence was sufficient to authorize the jury in finding . . . that one or more of

the foregoing omissions constituted negligence on the part of appellee [carrier] and a proximate cause of the damages for which recovery is sought."

### Things You Can't Do

YOU CAN'T win a suit for fire damage of stored goods unless the testimony shows that the fire and loss was not caused by your negligence.

For illustration, in *Hanson v. Wells Van & Storage Co.*, 223 Pac (2d) 509, Calif., testimony showed that a fire was discovered in a warehouse building between 5 and 6 p.m. on a Sunday, when the building was locked and unoccupied. One Jordan, in charge of the warehouse, was the last person to have been in the building. He locked it up and left about 2:30 p.m. on Saturday.

The owner of stored goods destroyed in the fire sued the warehouse company for damages, alleging that the latter was negligent, particularly in leaving the warehouse un-inspected for a matter of almost two days prior to the fire.

The counsel for the warehouse company argued that the owner of the destroyed goods could not recover damages because he had not proved that the fire and loss resulted from negligence of the warehouse company, or its employees. Nevertheless the higher court held the warehouse company liable saying:

"Defendant (warehouse company) is faced with the burden of convincing us that the evidence produced by him must be held as a matter of law to have established that the fire occurred without negligence on his part or that of his employees. Evidence that defendant (warehouse company) used the amount of care customary in the same business is not conclusive."

### Things You Can Do

YOU CAN move stored goods from one warehouse building to another warehouse building without increasing normal liability if you prove that the owner of the goods knew of the transfer and offered no objection. In *Keel v. Kilgore Transfer and Storage Co.*, 238 S.W. (2d) 738, one Keel stored his household goods with the Kilgore Transfer and Storage Co. The warehouseman's receipt or contract issued to Keel shows that the household goods were stored in the "new warehouse." They were removed from the "new warehouse" to the "Watson warehouse" which was under lease by the Kilgore Co. The reason for the removal was that the warehouse company's lease on the "new warehouse" had expired. The manager of the warehouse company testified that he wrote a letter to Keel informing him of the removal of the property to the "Watson warehouse." The letter was not returned. Some time after the letter had been mailed, Keel called at the Watson warehouse and paid the storage charges for three months in advance. At this time Keel knew that his goods had been moved from the "new" warehouse to the Watson warehouse.

Later the Watson warehouse burned and destroyed Keel's goods. Keel sued

the warehouse company for full value of the destroyed goods on the grounds that by moving the goods from the "new" warehouse to the Watson warehouse, without his consent, the warehouse company became liable as an insurer.

The higher court refused to hold the warehouse company liable and said:

"Granting that the storage contract expressly required appellee (Kilgore Transfer and Storage Company) to store the goods in the new warehouse and that they were moved to the Watson building without appellant's (Keel's) knowledge and consent, we think the undisputed testimony of Keel corroborated as it is by appellee's manager, establishes as a matter of law that he waived the provision in the storage contract to store the goods in the new warehouse. So the waiver by appellant (Keel) of the place of storage being complete as a matter of law it became necessary for him to establish negligence on the part of appellee (Kilgore Transfer and Storage Company) concerning the fire, and that such negligence was a proximate cause of damages before he could recover against appellee."

Other higher court cases hold that knowledge and "implied" consent of the owner to move stored goods relieves the warehouseman from extraordinary liability, where the goods are lost, damaged or destroyed.

For further comparison see the leading case of *O. K. Storage and Transfer Company v. Hagen*, 67 Pac. (2d) 796. Here, it was shown a state law provides that a warehouseman who exercises "ordinary care" to safeguard stored goods cannot be held liable for their loss, damage or destruction.

The owner of household goods stored same with a warehouseman who did not store the furniture in his regular warehouse, but stored it in another building which caught fire and burned, destroying the furniture. The owner of the goods sued the warehouseman for value of the furniture.

The counsel for the warehouseman argued that the above mentioned state law made it impossible for the latter to be held liable because he had used "ordinary" care when storing the goods, and to prevent damage by fire during the storage, and further that he had made no contract or agreement to use more than "ordinary" care to safeguard the stored goods.

It is interesting to observe that the higher court held the warehouseman liable, saying that the warehouseman was liable because he knew of the "apparent" fire hazard to goods stored in the other building and further that such fire hazard did not exist with reference to goods stored in the regular warehouse.

This court also explained that when a warehouseman moves stored goods from either a location in a warehouse or into another warehouse without consent of the owner of the goods, the warehouseman automatically makes himself liable as an insurer irrespective of whether his negligence resulted in loss of or damage to the stored goods.

On the other hand, if the ware  
(Continued on page 88)

# Public Warehouse Section

Warehousing is an integral part of distribution in several ways. Public warehouses are not merely depositories for the safeguarding of personal effects or industrial commodities; many are equipped to perform a wide range of services in addition to storage. Among those services are:

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This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

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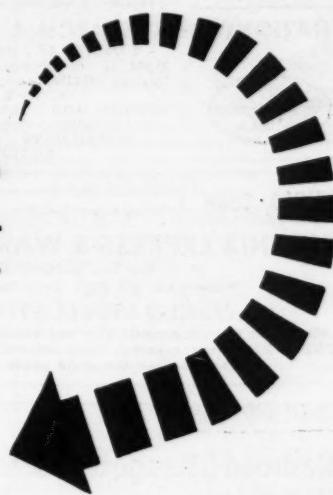
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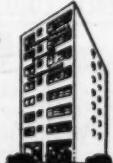
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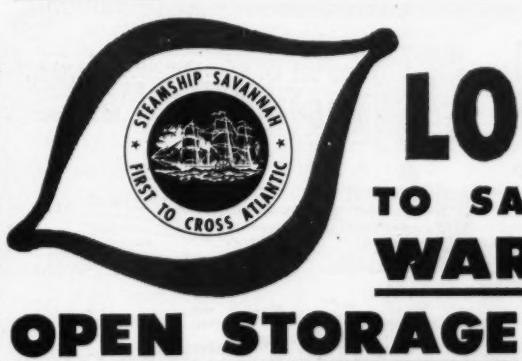


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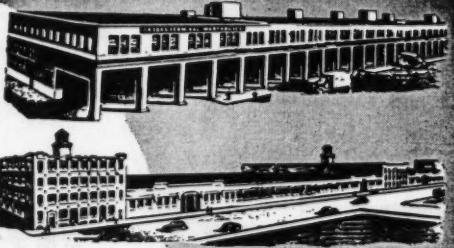
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Reciprocal Switching, All Railroads  
Store Door Delivery and Pick-up for  
N. Y. C. R. R.



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

67

For Shippers' Convenience, States, Cities

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1001 East New York St. Indianapolis 7, Ind.

Store with an Old Reliable Firm.  
In Business for 66 Years.

General Merchandise — Farm Machinery  
Specialize in Electrical Appliances and Food Stuff.  
Pool Car Distribution. Check Out Service.  
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A. D. T. Service

## DISTRIBUTORS TERMINAL CORP.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor trucks for store door delivery—Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4

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## American Transfer & Storage Co.

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SINCE 1907

General Merchandise Warehousing and Distribution.

Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.  
Siding on C. M. St. P. & P. Rd. Free Switching from Other  
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## Cedar Rapid<sup>s</sup> TRANSFER & STORAGE CO.

MODERN WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
Complete Facilities For Efficient Warehousing  
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DAILY SERVICE IN EVERY DIRECTION

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Merchandise Storage and Pool Car Distribution  
in a community consisting of Davenport, Bettendorf, Iowa—  
Rock Island, Moline, East Moline, Silvis and Milan, Ill.  
Investment \$350,000.00

Members: A.W.A., N.F.W.A., Ia.W.A., AM. CHAIN OF WHSES., A.V.L.

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General Merchandise Warehousing  
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100,000 square feet of sprinklered fireproof floor space.  
Insurance rate of under 15c • Private Siding on R. I.  
10 car capacity with reciprocal switching from the  
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Member of Iows Warehouse Ass'n.

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Merchandise and Household Goods Storage

Local and long distance

Moving—Packing—Shipping

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Members: A.W.A.—N.F.W.A.—Ia.W.A.—Distribution Service, Inc.

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TRY OUR SUPERIOR SERVICE  
57 years' warehousing nationally known accounts  
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Daily reports of shipments and attention to every detail

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## COMPLETE DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-  
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Low insurance rates. Complete-Motor-Freight-Facilities.  
Pool car distribution—all kinds. Merchandise & House-  
hold Goods Storage, industrial and office space for rent.

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Member of Iowa Warehouse Ass'n, Inc.  
Chicago Representatives: Associated Warehouses, Inc.  
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Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
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## INTER-STATE MOVING AND STORAGE CO.

FOR OVER A QUARTER CENTURY

Moving and  
Household goods  
and merchandise storage.

PACKING, MOVING, SHIPPING—PRIVATE SIDING  
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A Modern Distribution and  
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Household Goods & Merchandise  
Storage. Free Switching—Sprinkler  
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25 WAREHOUSES 944,000 SQUARE FEET  
Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. H. H. Goods

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**COMMERCIAL TERMINAL  
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INCORPORATED  
Established 1910

A dependable agency for the storage and distribution of merchandise and manufactured products.

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### New Orleans

THE ONLY PRIVATELY OWNED AND OPERATED PUBLIC WAREHOUSE AT SHIPSIDE IN NEW ORLEANS

This Corporation, continuing the operations of Douglas Shipside Storage Corporation established in 1931, offers Public, State and U. S. Customs Bonded Warehousing at its new terminal and wharf served by deep-water dock for ocean-going vessels and barges. Louisiana-Southern R. R. switchtrack . . . reciprocal switching . . . sprinklered buildings . . . storage-in-transit privileges.

Represented by DISTRIBUTION SERVICE, INC.  
New York, Chicago, San Francisco

Member American Warehousemen's Association

### GULF SHIPSIDE STORAGE CORPORATION

Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER  
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Member of A. W. A.

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833 South Front Street, New Orleans 3

Complete distribution and warehousing service

Operators of space in Free Foreign Trade Zone No. 2

Sidings on N. O. Public Belt R. R.



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New Orleans Merchandise Warehousemen's Ass'n

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An Able servant to the PORT OF NEW ORLEANS

Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.

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All concrete Warehouse, sprinklered, low insurance rates. Low handling costs. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO-SP RR • Reciprocal Switching  
COMPLETE WAREHOUSING SERVICE

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Rm. 301, Camden Sta., Baltimore 1  
Operating Terminal Warehouses on Tracks of

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Storage—Distribution—Forwarding  
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### J. NORMAN GEIPE VAN LINES, INC.

524-536 W. Lafayette Ave., Baltimore 17, Md.

See our advertisement on page 163—  
1949 edition of D and W Directory

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Owned and Operated by Merchants Warehouse Co.

### CHARLES RIVER STORES

131 BEVERLY STREET—BOSTON 14, MASS.



Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. W. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

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GENERAL MERCHANDISE STORAGE

B. & A. R.R. Delivery

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A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

**STORAGE**

Wool, Cotton and General Merchandise  
INDUSTRIAL SPACE FOR LEASE  
IN UNITS TO SUIT TENANTS



LOCATION: Near but outside congested part of city. Obviates costly trucking delays. Overland express call. STORAGE: For all kinds of raw materials and manufactured goods in low insurance, modern warehouses.

RAILROAD CONNECTIONS: Boston & Maine R. R. sidings connecting all warehouses at Mystic Wharf. New York, New Haven & Hartford sidings at E St.

DISTRIBUTION: Complete service for manufacturers distribution whether from storage or pool cars. Trucking to all points in Metropolitan District.

LEASING: Space in units of 2,000 to 40,000 ft. on one floor for manufacturing or stock rooms at reasonable rentals on short or long term leases.

DEEP WATER PIERS: Excellent piers for cargoes of lumber and merchandise to be landed and stored in connecting warehouses.

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Atlantic States Warehouse  
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Corporation

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member  
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Daily Trucking Service to  
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a radius of fifty miles.

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HARTFORD DESPATCH  
and WAREHOUSE CO., Inc. H

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and  
Merchandise Utilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA-AWA-ACW-AYL Agents

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Merchandise Storage—Pool Car Distribution  
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93 Broad St.  
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Telephone  
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General Cold Storage

Pioneer Valley Refrigerated Warehouse, Inc.  
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Where: steel & concrete, automatic fire & burglar alarms—ADT. T-Bar 1,000,000  
sq. ft. Fl Ld 350 lbs. Cl Ht 8-10 ft. Elev cap 6,000 lbs. Priv siding 50-car cap on. &  
consign shipments via B&M: stn. Brightwood; free switching. 100% palletized.  
Temp. range —10° to 40°. Humidity control. 15-ft. dock. Specializes in frozen foods.  
Open yard site. Br. office facilities. Loans on stored commodities. Printed tariff.

Member of the A. W. A. (Cold Storage Div.)

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Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1  
HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks

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Facing the Busiest  
Thoroughfare in DETROIT

200,000 square feet, Centrally located. Private  
siding facilities for 20 cars with free switching  
from all railroads. Large, enclosed loading  
dock. Our own fleet of trucks make prompt  
reshipment and city deliveries.

JEFFERSON TERMINAL WAREHOUSE  
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DISTRIBUTION AGE

and Firms are Arranged Alphabetically

## DETROIT, MICH.



### CENTRAL DETROIT WAREHOUSE

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Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

### Central Detroit Warehouse Co.

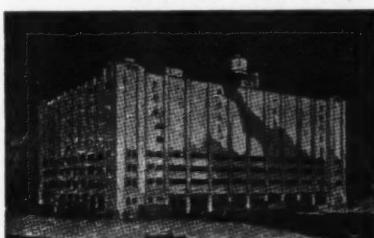
Fort and Tenth Streets, Detroit 16, Mich.



### AMERICAN WAREHOUSEMEN'S ASSOCIATION

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**★** This modern building was designed exclusively for commercial warehouse purposes. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



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and

### COLD STORAGE COMPANY

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NOVEMBER, 1951

## DETROIT, MICH.

AN ASSOCIATED

WAREHOUSE

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the Best is  
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#### UNITED STATES WAREHOUSE COMPANY

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Phone Woodward 2-4730

Division of

United States Cold Storage Corporation



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DALLAS

U. S. COLD STORAGE CO.



DETROIT

U. S. WAREHOUSE CO.



KANSAS CITY

U. S. COLD STORAGE CO.

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Members N. F. W. A.

Consign your shipments to

### WOLVERINE STORAGE COMPANY, INC.

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STORAGE AND MOVING, PACKING  
AND SHIPPING

Agent for Allied Van Lines, Inc.



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THE LARGEST COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE IN GRAND RAPIDS

### COLUMBIAN STORAGE & TRANSFER CO.

Approximately 90% of All Commercial Storage and Pool Cars  
in Grand Rapids Handled thru Columbian

Member of  
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BELTED DISTRIBUTION INC.

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## LANSING, MICH.

### ALMA, MICH.

Phone 9-6841-6243

### ACME CARTAGE & MOVERS

NATION WIDE MOVERS POOL CAR DISTRIBUTORS

Shipping, Crating and Storage

307 E. SHIAWASSEE ST. LANSING, MICHIGAN

Agent: North American Van Lines, Inc.

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Since 1919

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2 — WAREHOUSES — PALLETIZED

PRIVATE N.Y.C. SIDING • DISTRIBUTION  
TRUCKING • WINCH • VAN SERVICE  
MERCHANDISE AND HOUSEHOLD GOODS



For Shippers' Convenience, States, Cities

LANSING, MICH.

Agents for Allied Van Lines, Inc.

**LANSING STORAGE COMPANY**



The only modern fireproof warehouse in Lansing exclusively for household storage

MOTHPROOF FUR AND RUG VAULTS

Local and Long Distance Moving

"WE KNOW HOW"

440 No. Washington Ave., Lansing 30, Phone: 9-7568

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**BRANCH HOUSE SERVICE**

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL WAREHOUSE CO.**

1840 No. Michigan Avenue

SAGINAW, MICHIGAN



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

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ASSOCIATED WAREHOUSES, INC.  
AMERICAN WAREHOUSEMEN'S ASSOCIATION

**MINNEAPOLIS TERMINAL WAREHOUSE CO.**

OPERATED JOINTLY WITH

ST. PAUL TERMINAL WAREHOUSE CO. MIDWAY TERMINAL WAREHOUSE CO.

ALL MERCHANDISE WAREHOUSING SERVICES  
CONVENIENT FOR ALL TWIN CITY LOCATIONS

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Established 1883

**SECURITY WAREHOUSE COMPANY**

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Merchandise Storage  
Pool Car Distribution, Local Trucking  
Industrial Trackage Space

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Merchandise and Household Goods Storage

Local Pool Car Distribution

Packing—Crating—Bonded Storage

Local and Long Distance Moving



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220 1st Ave., N.W.

Rochester, Minn.

Member N.F.W.A. and Allied Van Lines, Minn.-Northwest W.A.

ST. PAUL, MINN.

**A COMPLETE WAREHOUSING SERVICE**

Merchandise Storage—Cold Storage

Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

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Established 1898 State Bonded

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**Merchandise Storage & Distributing**

Pool Car Distribution

Household Goods Storage, Motor Freight Terminal,

Printed Tariff Schedule. Ship C. L. via G. N. or N. P.

Private siding. Store door delivery.

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JACKSON, MISS.

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Merchandise and Household Storage

Pool Car Distribution

Private siding ICRR.



MERIDIAN, MISS.

Hoyt Vla., Mgr.

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"Excellent Service Assured"

250,000 Sq. Ft.—Sprinklered Warehouses Ins. Rate 19c

35 Car direct siding all local Railroad

Over Night Service to Gulfports on Exports

Merchandise Storage & Distribution

ADDITIONAL 250,000 Sq. Ft. Warehouse Space at COMPRESS OF UNION, UNION, MISS.

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**Sunflower Transfer & Storage Co.**

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Joplin, Mo.

Distribution and storage of merchandise.  
Fireproof Warehouses—Motor van service.  
On railroad siding—Lowest Insurance rates.

PACKING—STORAGE—SHIPPING

AGENT FOR GREYVAN LINES INC.



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GENERAL MERCHANDISE & HOUSEHOLD GOODS  
STORAGE & DISTRIBUTING

Pool Car Distribution, Long Distance Moving

Buildings Sprinklered throughout, Low Insurance Rate

Union

**TRANSFER AND STORAGE, INC.**

925 VIRGINIA AVE., JOPPLIN, MISSOURI

Telephone 7484 or 7485

Earl Campbell, Pres. & Gen. Mgr.

Members NFWA, AVL, MOWA

KANSAS CITY, MO.

**VICTOR 3268**

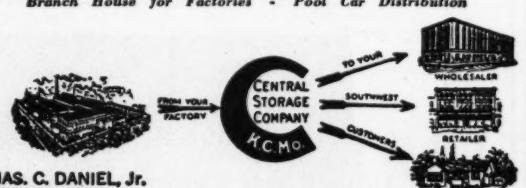
**CENTRAL STORAGE CO.**

1422 St. Louis Ave. (West 10th St.)

KANSAS CITY 7, MO.

Merchandise Warehousing and Distributing

Branch House for Factories • Pool Car Distribution



CHAS. C. DANIEL, Jr.

Pres. & Treas.

Over 70 YEARS "The Symbol of Service"

KANSAS CITY, MO.

TRY—

**EVANS WAREHOUSE SERVICE**

In  
KANSAS  
CITY

1325-1327 St. Louis Avenue • Phone Ba-Itimore 4135

GENERAL MERCHANDISE WAREHOUSING

POOL CAR DISTRIBUTION

We operate our own fleet of motor trucks. Loading docks: R. R. siding Missouri Pacific. Inquiries answered promptly.

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## KANSAS CITY, MO.



# 3 Choicely Located Warehouses in KANSAS CITY

To Insure Efficient and Economical  
Coverage of this Great Marketing Area

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Modern Facilities  
Responsive Management  
Spacious Storage Space  
Ample Truck Loading Doors  
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Our Own Fleet of Motor Trucks  
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Storage in Transit  
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#### ALL BRANCH HOUSE FUNCTIONS INCLUDING:

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It costs you nothing to  
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Terminal facilities.  
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regarding your needs.



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Chicago 7—433 W. Harrison St. New York Office 16—271 Madison Ave.  
Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21  
Members of the American Warehousemen's Association and Interlake Terminals, Inc.

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Sprinklered Building  
Central Alarm System  
Pool Car Distribution  
Branch Office Facilities

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OWN AND OPERATE OUR OWN CARTAGE COMPANY

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Executive Offices:  
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Kansas City 7, Mo.

## KANSAS CITY, MO.

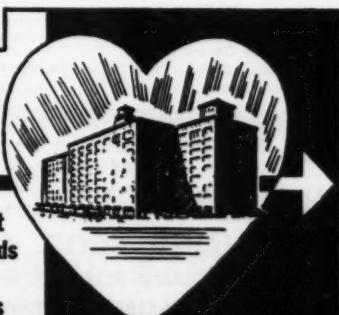
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KANSAS CITY 7, MO.



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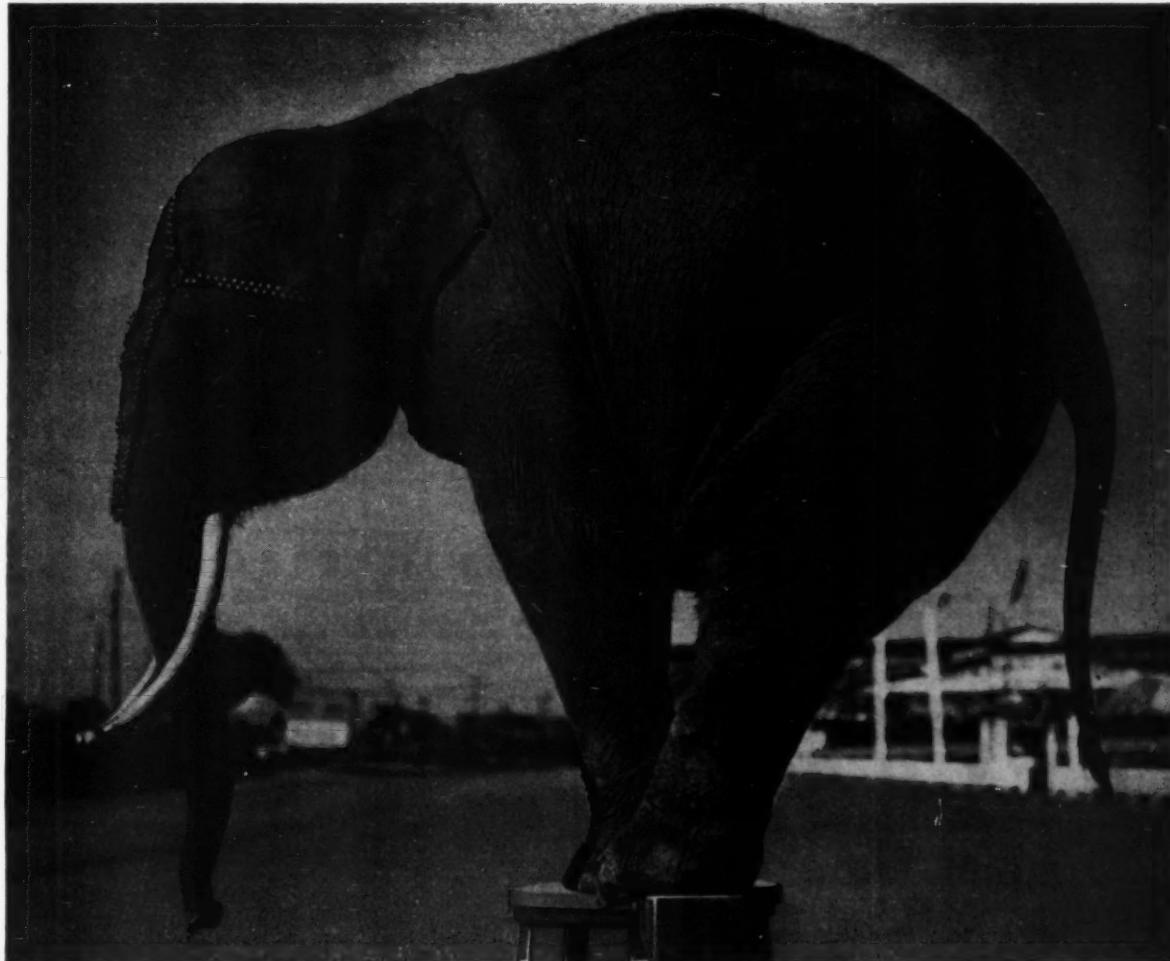
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From Our Strategically Located Warehouses  
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Air & Bulk ADT. 160 ft. Siding PRR, 50 cars. Shell, plat., 20 trucks.

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Established 1940

M. F. Whitehead, General Mgr.

Tel.—(N.J.) Journal Sq. 2-3360.

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**JOHN VOGEL, Inc.**

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**FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS. POOL CAR DISTRIBUTION OF MERCHANDISE**

**YOUR ALBANY SHIPMENTS CAREFULLY HANDLED**

**Collections promptly remitted**

**Member of AVL—NFWA—NYSWA**



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and Firms are Arranged Alphabetically

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10 GIANT FLOORS 200,000 FT. OF SPACE  
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PRIVATE VAULTS FOR LIQUORS  
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Established 1939

Incorporated 1948

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Two warehouses with greatest capacity in household storage in Western New York. In Buffalo, "American is the leader."

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American Warehousemen's Assn., Chicago

General Offices: 261 GREAT ARROW AVE., Buffalo 7



NOVEMBER, 1951

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Gateway to National Distribution

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For economical warehousing and shipping. Modern building and equipment. Storage-in-transit privileges; low insurance rates. Direct track-connection with Penna. R. R., and N. Y. Central, and switching arrangements with all lines into Buffalo. Capacity 20 cars daily.

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Modern—Fireproof—Low Insurance  
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Complete warehouse service, extensive industrial space. 1,500,000 sq. ft. — areas from 1000 to 160,000 sq. ft. per floor. Pool car distribution, mechanized handling equipment, all utilities, NYC siding. Floor load, 250 lb. per sq. ft.

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Fireproof Buildings  
Low Insurance Rate

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CAPITAL AND SURPLUS  
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NEW YORK'S LARGEST TRUCK SCALE  
TWO MODERN FIREPROOF WAREHOUSES  
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Storage, Distribution and Freight Forwarding  
From an Ultra-Modern Free and Bonded  
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IN THE VERY CENTER OF NEW YORK CITY  
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and Firms are Arranged Alphabetically

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### CHARLOTTE, N. C.

All buildings fully fireproof construction

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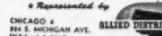
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DISTRIBUTION

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NOVEMBER, 1951

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Established 1948

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Sprinklered Warehouse  
Automatic Fire Alarm  
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Three warehouse units, total area 161,500 sq. ft.; of this 29,320 sq. ft. devoted to cold storage. Two buildings sprinklered equipped. Low insurance rates. Spot sheets, pool car distribution. Complete warehouse services.

Fargo serves North Dakota and Northwestern Minnesota.

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Allied Van Lines — Agent

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FORMERLY THE COTTER CITY VIEW STORAGE COMPANY  
133 E. CENTER ST. AKRON 4, OHIO



7 warehouses for the  
storage and distribution  
of merchandise



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CANTON, OHIO

Merchandise, Household Goods



CANTON STORAGE, Inc.  
FOURTH AND CHERRY, N.E.  
Canton 2

Pool cars distributed. Private sidings.  
Free switching on all roads. Separate  
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Member: A.C.W.—MAY.W.A.—  
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Fully protected—American District Telegraph



9,000,000 Cubic Feet

Strictly Fireproof

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DISTRIBUTION—LONG DISTANCE TRUCK TERMINALS

11 Car Switch in Building

Internal Revenue and General Bonded Storage

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Three General Merchandise Storage Warehouses  
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ESTABLISHED 1911

THE CLEVELAND STEVEDORE CO.

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Cleveland 13, Ohio

CLEVELAND, OHIO

## THE CONATY WAREHOUSE COMPANY

COMPLETE WAREHOUSING SERVICE

Merchandise Storage — Pool Car Distribution

LOCAL DELIVERY

PRIVATE SIDING NYC RAILROAD

CLEVELAND 14, OHIO

CLEVELAND, OHIO

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N. Y. C. Orange Avenue

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Now there are

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Free switching from all railroads.



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300—DRY

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NOVEMBER, 1951

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Pool Car Distributors

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### LANCASTER STORAGE CO.

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Storage, Packing and Shipping  
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#### In the Heart of Pittsburgh's Jobbing District

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Established 1918

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PACKING, CRATING, SHIPPING

For Shippers' Convenience, States, Cities

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DISTRIBUTION  
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General merchandise and household  
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Pool Car Distribution. Private rail sidings. Sprinkler equipped warehouse.

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Prompt and Efficient  
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Perfect service

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Merchandise storage, dependable service, free switching. Local cartage  
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Agents—Allied Van Lines



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BEAUMONT, TEXAS

Merchandise and Household Goods  
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30,000 Sq. Ft. Distribution of Pool Cars  
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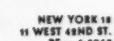


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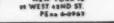
Members—N.F.W.A.—SWTA—Agent for AVL.

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330,000 Square Feet of Fully Sprinklered Warehouse Space

★ All space at car level ★ Watchmen and Sprinklers Supervised by ADT ★ Over 2,000 feet of trackage adjacent to warehouse docks ★ Offices available for customers

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This modern one-story property with high ceilings and unlimited floor lead capacity is fully equipped with modern materials handling apparatus.

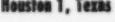
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Established 1901  
Fifty Years  
Under Same Continuous Management  
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SERVICE THAT COUNTS



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Since 1920

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**WESTERN GATEWAY STORAGE CO.**

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POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

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Fireproof

Sprinklered

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Pool Car Distribution

Office Facilities

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Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

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LOCATED ON N. & W. SIDING

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S.V.A.  
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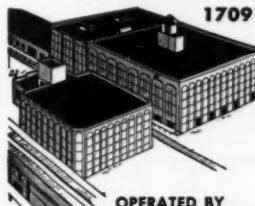
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Also licensed storage for yellow label  
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44 trucks and tractors with semi-trailers. New 49,000 ft. modern ware-  
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Recently the higher court held:

"The mere ownership of the capital stock of one corporation by another does not create an identity of corporate interest between the two companies, or render the holding company the owner of the property of the other, or create the relationship of principal and agent, or representative, or *alter ego* between the two."

....within the Law . . . (Continued from page 58)

houseman obtains consent of the owner of stored goods to move the goods from a building, compartment, or location in which originally he agreed to store the goods, he is not liable for destruction, damage, or loss of the goods.

**FINANCE**

Things You Can Do

YOU CAN consider two corporations entirely separate, although one

corporation owns the capital stock in the other corporation.

Therefore, a corporation which owns all the stock of another corporation is not responsible for obligations, made by the latter corporation.

For example, in Gordon v. Hollywood-Beaufort Package Corporation, 49 S. E. (2d) 718, South Carolina, it was shown that the Hollywood-Beaufort Package Corporation is a corporation doing business in South Carolina and all of the stock in this

and Firms are Arranged Alphabetically

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BY SERVING  
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DISTRIBUTION  
FACILITIES

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SLARGEST AND MOST MODERN

#### MILWAUKEE, WIS.

#### LINCOLN

WAREHOUSE COMPANY  
MERCANDISE WAREHOUSING  
AN. DISTRIBUTION

LOCATED IN HEART OF BUSINESS DISTRICT  
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NOVEMBER, 1951

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Seven Buildings to Meet All Requirements for Modern Storage  
and Distribution  
Customs Bonded. Pool Car Distribution. Household Goods Moved,  
Packed, Shipped and Stored.  
Members of CanWA—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

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200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED  
IN THE EXACT CENTER OF THE CITY  
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LOCAL AND LONG DISTANCE MOVERS  
Private Room System for Storage  
CRATING, PACKING and SHIPPING  
Charges Collected and Promptly Remitted  
Member: N. F. W. A., Can. W. A.



89

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up and down steps.

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- Any appliance



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HAND TRUCKS

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Headquarters: St. Louis 17, Mo.

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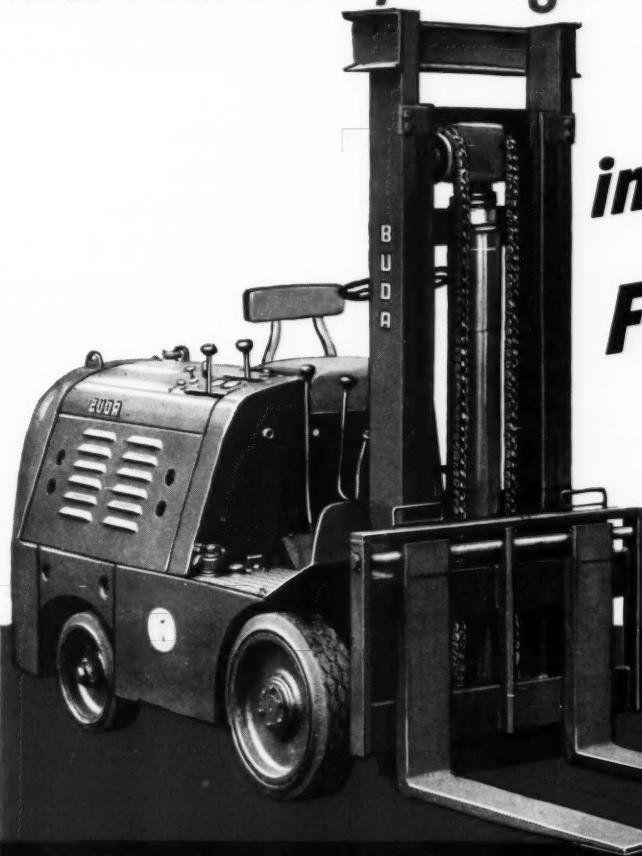
### TO GENERAL ADVERTISERS

For your convenience in securing more information about the various products manufactured by our general advertisers refer to the *Aid To Buyers Department* on page 50 for the numbers of the items you are interested in and circle those numbers on the Readers' Service Card bound elsewhere in this issue.

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**3,000, 4,000, 5,000  
and 6,000 lb. Capacities  
at 24" Load Center**

**ONLY BUDA DIESEL FORK TRUCKS GIVE YOU:**

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- 11. **FOREIGN TRADE** — Direct shipping to and from the Far East, Australia, Europe, Mexico, Canada, South America, and Japan.
- 12. **PORT TRUCK LINE** — San Francisco is the principal port of entry for port trucks.
- 13. **SHIPPING SERVICES** — Since 1945, \$10,000,000 worth of shipping services have been provided.
- 14. **PHYSICAL ADVANTAGES** — San Francisco has the deepest harbor in the world.

NO PORT HAS EVER  
CONCEIVED

FOR SAN FRANCISCO HARBOR

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